THE FINANCIAL POST

The Canadian Newspaper for Investors

VOL. XIII. SINGLE COPIES, 10 CENTS | PUBLICATION OFFICE: TORONTO, SEPTEMBER 6, 1919 | ANNUAL SUBSCRIPTION $3.00. No. 36

JUDGE GARY DISCUSSES ECONOMIC AND BUSINESS PROBLEMS OF THE DAY FROM MANY STANDPOINTS

Worst of All Present Movements Grows Out of Agitation to Take Property From Those Who Have Been Successful

IT IS THE THEORY THAT MIGHT IS RIGHT

An Appeal For Sane and Clear Thinking on Questions Affecting Status of Labor, Cost of Living, Regulation of Prices, Etc., in This Period of Industrial and Social Readjustment

By JUDGE ELBERT H. GARY.

Being the main portions of his address before the Annual Meeting of the American Bar Association at Boston this week.

It is not astonishing that, in consequence of the events of the last five years, world affairs have become disrupted, disjointed or disarranged. There is demand for reconstruction and readjustment. These words are not synonymous but are akin, and are generally grouped in discussion. There is universal inquiry as to what can be done towards ascertaining and establishing an equilibrium which shall be generally acceptable and prove to be permanent. The questions involved are national and international, domestic and foreign. They are moral, social, political and economic. Practically speaking, the last is of first consideration in the minds of the vast majority, for it involves life, health and comfort.

The labor question at present is of commanding interest, first because labor is essential to economic growth and virility, and secondly because it is persistently sought by self-appointed leaders to enlist the sympathy and support of workmen in agitation for the substitution of the rule of force for the rule of law and reason. It is commonly designated as Bolshevism. These agitators will not succeed in the United States. I have heretofore spoken on this subject and will not repeat. However, it may be observed that the antidote for this poison is plenty of work at reasonable rates of compensation when compared with the cost of living; healthful, safe and agreeable working conditions, opportunity for workmen to advance in positions according to merit; and a chance to invest their savings in the business with which they are connected. The employers must not and will not give the employees good ground for complaint, and intelligent public sentiment will exercise a controlling influence in preventing a return to barbarism. Employers and employees are under equal responsibility to the general public, of which they are an important part, to assist in maintaining industrial peace and prosperity.

Readjusting Cost of Living

The problem of readjustment is perhaps of the first moment. There are many things out of proper alignment. For instance, the cost of living, within a comparatively short time, has more than doubled, while the fixed salaries of life positions have remained stationary. Incomes, perhaps inherited or provided by investment in long time, safe 5% bonds, are not increased, but are, in fact, reduced by one-half, for their purchasing power is thus decreased. This is essentially wrong and must be corrected whenever and however possible. With respect to the salaries to which allusion has been made, they can and ought promptly to be increased. Incomes limited by rates of interest are more difficult of readjustment. Prices of commodities are too large in many cases; and the average, designated general level is too high. They are not regular and are not relative. Some have advanced 50%, others 200%. Many small articles, bringing immense sums in the aggregate, have been advanced beyond all reason because the facts escape exposure and public criticism on account of the smallness of the items. The middle-man is charged perhaps 50% advance, adds this increase to his previous selling price, and then insists upon and secures 100% advance on the whole. Besides, in many cases, he cuts in two the previous package or portion. This is not assumption, it is an ordinary, every-day occurrence. The seller of spirits of camphor, cologne or alcohol, pours into the bottle 50 or 75% of water and then doubles the selling price of the whole quantity. All of us have noticed during the last few years that the liquids used as lotions, such as alcohol, cologne, etc., seem to be very hard. This is because of the quantity of lime in the water used.

These examples appear insignificant, but they are illustrative and represent conditions which involve millions. The irregularities can be overcome by law if properly and systematically enforced; and they would, in part at least, be cared by increases in the sale in this country of a better quality of goods manufactured in foreign places.

The term "level of prices" has been used to denote those which obtained prior to the war. Though frequently used, it is not accurate as applied to the period intervening between then and the present. There has been no level, but rather a changing, irregular range of prices. The producer of an article of food increases the selling price to a purchaser who is a manufacturer of an article of clothing; the latter increases his price to the producer who has fuel for sale; this one increases his selling price to the builder of a dwelling house; then an increase by the owner is passed on to the tenant, who is a laboring man working for the seller of food, the point where the illustration commenced; the workman then increases his rates for compensation accordingly. On and on all have been going, some at a faster pace than others, and, of course, there results confusion, inequalities, unreasonable prices and economic disturbances. A scientific readjustment should be attempted. We ought to commence somewhere to go back and downward in this whirl of augumentation by lowering one price after another with the intention of getting back to a level founded on a just and relative basis.

Co-operation in Reduction

The Industrial Board appointed by the Department of Commerce, made an attempt to do this, but failed because there were differences of opinion, and perhaps some modification of opinion, by members of the Government official family. It was proposed by the Government to invite the leaders of various lines of industry to co-operate in making reductions of selling prices and to reform them on a basis which should be equitable as between producers and as between them and consumers. One of the industries, at least, accepted such an invitation promptly and agreed upon substantial decreases in selling prices and evinced a willingness to co-operate in perfecting and carrying out the general plan. The immediate effect upon business in general was good and the outlook appeared to be promising when the activities of the board were interrupted and the members resigned. No better plan as yet has been proposed.

If and when we adopt the methods of some of the European countries in regard to quality and condition of articles sold for consumption, and require rigid public inspection, together with reasonable and systematic control of the necessities of life, we shall witness great improvement in health and material reductions in the cost of living. We are making some effort in this direction.

On the assumption that all the natural resources and facilities of the United States, in peace times as well as during war conditions, ought to be used to the best advantage, it is believed a fundamental question to be discussed, considered and decided at present, is the treatment of accumulated capital, or wealth in the hands of private individuals or private corporations. The experience of the eighteen months preceding and ending November 11th, 1918, should be of enlightening value, for the lessons learned by practical demonstration are always superior to untried or unsatisfactory theories.

Probably it will be generally conceded that during the war, when the largest production of war material was demanded by our Government for the military necessities of itself and

Continued on page 10.

NO PREFERENCE FOR PAPER

Canadian Mills Get No Advantage In British Market

In answer to a cable inquiry a message was received by the Canadian Pulp and Paper Association on Thursday from A. L. Dawe, who is representing them in London, that the British market had been opened to pulp and paper from other countries, and the preference hitherto enjoyed by Canadian mills had been withdrawn. This makes clear what was only surmised in an earlier general press despatch. The advantage would now be enjoyed by Scandinavian and German and other mills. The Canadian imports had been allowed in without any restrictions, while the others had to secure a license, and other regulations hampered competition.

NEW "IRON" GROUP GETS 25,000 SHARES

Active Buying Renewed This Week Causes Rise in Dominion Steel

Renewed buying began in connection with Dominion Steel stocks on Wednesday and Thursday of this week, and so far as could be learned this was being done by the same group that had taken up some 15,000 shares a few weeks ago. The buying at the time was attributed by THE FINANCIAL POST indirectly to Lord Beaverbrook, and the same reasons for this opinion at that time still appear to exist. The latest buying soon drove this ordinarily sluggish stock from 66-67 to over 70, although, as was natural, it eased off from the high price on some profit taking. Profits on this stock have been so modest of late, through the moderate rises that have occurred that the holders for speculative purposes are easily satisfied, and usually unload on every upward movement, even of a couple of points. It is said that the recently-acquired holdings of this new group have risen to 25,000. The whole stock amounts to 370,000 shares, with 150,000 giving to any one group practically a controlling interest. Of the balance, 50,000 shares are held in the name of constituent companies.

NEWSPRINT PRICES

Hearing to Consider Readjustment Called by Mr. Pringle

A hearing has been arranged by R. A. Pringle, K.C., Paper Controller, for Ottawa, on September 17, to take up the question of a readjustment of the earlier prices for newsprint, that is, those prices preceding the $66 rate fixed for the five months ending December 1, 1918. The first price fixed was $50 for 11 months, and the next $57 for the next 5 months. The paper mills contend that these earlier prices are too low. The price of $66 sets up a standard for the special period of 5 months, and ignores the question of an average rate.

CAPITAL-LABOR WILL TRY TO FIND MEETING GROUND

Setting of the Stage For Joint Conference at Ottawa

GET-TOGETHER SPIRIT

Opportunity is Afforded For Joint Action and Co-operation Between the Parties to Industry

By an Industrial Correspondent.

OTTAWA.—Canada, following the example of Great Britain and anticipating similar action in the United States, is holding a National Industrial Conference, opening in Ottawa on September the fifteenth. Lloyd George summoned an Industrial Conference in February last. President Wilson is calling together a similar gathering for the first week in October.

All three conferences, Canadian, British and American, with industrial consultations in other countries, are forerunners of the first annual International Labor Congress to be held in Washington at the end of October, in accordance with the labor provisions of the Treaty of Peace.

Next week's Canadian Conference grows directly out of a suggestion contained in the majority report of the Royal Commission on Industrial Relations, after its recent survey of labor conditions in the Dominion.

The official announcement of the intention to convoke the conference was made in the Speech from the Throne at the close of the last session of Parliament as follows: "Having regard to the necessity of avoiding industrial disturbance and with a view of ensuring more stable relations and a better understanding between employers and employed, my advisers intend to summon, in the early future, a representative conference for friendly and intimate discussion of such questions, and for the consideration of the report of the Industrial Relations Commission and of the proposals therein set forth."

How Conference To Be Constituted

There will be an equal number of representatives of employers and employed, seventy each. In addition there will be a third group, who will not vote on the various proposals but who will be present both to give advice and information, and to become better informed on the essentials of the problem. This third group will include representatives of the Federal and Provincial Governments, of municipalities and of committees which have been studying the question, including members of the Royal Commission itself and of the Labor Sub-Committee of the Cabinet.

The attendance of the Provincial Government representatives is of par-

Continued on page 16.

WOOD-GUNDY PLAN NEW OFFICE BUILDING ON KING STREET SITE

Rice Lewis Building Will Be Remodeled For Investment Brokers and Will Add to King Street's Financial Community

Wood-Gundy Company, investment brokers, have purchased the property at the north-east corner of King and Victoria Streets, Toronto, where the present Rice Lewis building stands and will remodel the structure as their own offices. The reconstructed building will be known as the Wood-Gundy building. The ground floor and the first floor will be occupied by Wood-Gundy, and the top three floors will be divided into offices, to be rented by the Chartered Trust and Executor Company, who negotiated the sale of the property.

No details as to the purchase price paid for the property are available, but it is understood that it was in the neighborhood of $150,000 and $160,000. There is a 999-year lease on the property, dating from 1876, and it was understood to have a value of $120,000 in the market, with the additional $30,000 or $40,000 to cover the land and building values.

The building was erected in 1889 by Rice Lewis Company, Ltd., hardware merchants, and was used as an office building for many years. In 1911 the Imperial Bank of Canada purchased the property as a prospective site for their new head office building. The price they paid for the leasehold was $90,000. The bank only held the property for a year and then disposed of it to a syndicate formed by the late A. G. Hill, for $120,000.

Since then it is understood, the property has been a loss to its owners. Only the lower floor was occupied, and the rental obtained for it averaged between $3,000 and $4,000. Taxes and the leasehold took about $10,000 a year.

With the opening of this building King Street's position as a financial street will be further enhanced. Across the road the King Edward Hotel is planning a $2,000,000 extension to its building, which will cover the area now occupied by the department store of John Catto & Sons. Other developments of the district include the new Canada Trust Building between Yonge and Victoria Streets, which is nearing completion, and the proposed head office of the Imperial Bank to be erected at the north-west corner of King and Yonge Streets, where the Grand Trunk has its downtown office at present.

EMPLOYMENT SITUATION

Improvement Practically Constant Since Middle of April

OTTAWA.—Weekly reports from employers to Dominion Headquarters of the Employment Service of Canada, Department of Labor, indicate that, apart from unemployment due to strikes, there was a further considerable increase in the volume of employment during the week ending August 16th, greater than for any week since July 14th. It should be noted that the increase in employment has been practically constant since the middle of April, only three slight weekly decreases having been registered, and that the present increase is an addition to the accumulated increases since that time.

BETTER ATTITUDE OF COMMERCE BOARD

Treatment of Sugar Refiners Showed a Better Stand Towards Business

By Resident Representative

MONTREAL.—The Board of Commerce in its initial rulings this week in connection with sugar prices and other conditions of manufacture avoided the one-sided tendencies that characterized many of the previous deliverances of one of the members of the board, W. F. O'Connor, K.C., in his role as Cost of Living Commissioner. It may be that the chairman has communicated a more judicial temperament to his erstwhile radical colleague. At all events there were no efforts to "score" off manufacturers, wholesalers or retailers for the applause of the gallery, such as were painfully self-evident in the proceedings before the High Cost of Living Committee of the House of Commons.

In consequence the refiners were not damned in the eyes of the public. The profits they had made and were making were shown to be moderate. Gross profits were not hung up in the limelight, dissociated from huge turnovers. Profit per pound was made the basis, the only fair one; such a one as should have been the foundation for the millers' and packers' inquiries—and were not. It was shown clearly that the raw sugar planters were the chief cause of higher prices, with costs up from 2 to 6½ cents f.o.b. Cuba, with greatly increased freight rates and other "laying down" charges adding to the total cost of the raws as delivered to the Canadian refiners.

When THE FINANCIAL POST asked the refiners their feelings as to the ruling there was no protest expressed; it was the general view that public opinion was so aroused over high costs, and suspicious of profiteering, that deference to this state of affairs demanded the fixing of a maximum of profit.

THE BLACK LAKE LEASE

Negotiations Likely to be Prolonged—Stimulus to Securities

Negotiations in connection with the proposed lease of the chrome deposits of Black Lake Asbestos and Chrome Company are likely to be prolonged as the matter is not of such a nature that a speedy decision can be reached by either party. In the meantime the stock quotations remain about the same level as last week, the news that the U. S. Steel Corporation was still "nibbling" for the chrome acting as a stimulus against a further decline, it would appear. The present quotations are around 37 for the bonds, 14 to 17 for the preferred, and 5½ to 7 for the common stock.

CANADA CEMENT EXPORTS

These Are Continuing to the West Indies, With Slight Increases

The stronger tone and renewed buying in Canada Cement this week led to some inquiries as to some special underlying cause. THE FINANCIAL POST is informed that the buying was for the most part for investment purposes. The sales of the company are running a little ahead of last year, partly owing to a slight improvement in domestic account, and the balance due to the export business to the West Indies, which is keeping up. The company does not expect much increase in business until the present unrest in the building trades is settled, for this is almost as potent a factor in keeping contractors out of the field as the high cost of materials.

PROSPERITY IS DEPENDENT UPON LOAN'S SUCCESS

Support of Workers and Farmers a National Necessity

CAMPAIGN OPENING

Bond Houses Will Start to Organize This Week—Bond Market is Depressed—Stocks Stronger

With the investment community turning its attention and energies to the forthcoming Government loan next week the prospects regarding the measure of success to attend that effort are attracting a lot of attention in the financial and business world. That the loan should attain its objective is a national necessity; it will not be allowed to fail. The extent by which the objective can be passed will be the important factor in relation to the country's industrial and commercial prosperity.

It is quite evident that the campaign will lack an important factor of previous successes in the fact that the war has been won. There cannot be the patriotic appeal which has been such an influence in the past. Nor will there be the zest to the selling efforts which was supplied by many volunteer workers and the win-the-war spirit. On the other hand the arguments from the standpoint of practical benefit to the community are even stronger. A five and a half per cent. Dominion Government bond is even more attractive as an investment to-day than in the previous campaigns. And the necessity for the Government to raise the funds has a direct bearing upon the business outlook.

It is now felt that to attain that measure of success which will insure a continuance of prosperity it will be necessary to make the people realize that individually they have a duty. This applies to the industrial workers and farmers particularly, and to the latter with special emphasis. If Canada is not in a position to lend the necessary funds to finance export orders, trade in manufactured and agricultural products will decline and prices will be affected accordingly. To these classes and to all small investors the loan should have a particular appeal as it is now taxable

Continued on page 9.

THE POST THIS WEEK CONTAINS

Increased Rate Demand is Based on Higher Wages 2
Welfare Scheme for Employees of Dominion Chain 2
Air is Clearing as to Labor and Steel Industry 3
Fixed Price for Sugar Not Likely to be Effective 3
Government Draws Heavily on the Banks 4
Quebec Railway Showing Deficit For Past Year 4
Laurentide's Earnings Nearly Three Million 5
Lake Superior Profits Lower Following Peace 6
Spanish River Demonstrates Ability to Earn 6
Cobalt Strikers May Start Work in a Day or Two 7
August Clearings are Well Ahead of Last Year 8
Americans Fear Effect on Trade of Higher Rates 8
Check Idea for Paying Workers is Not Favored 9
Brutal Treatment of the Public.. 10
Investor Inquiries—Personals...... 11
Prices Cut to Clear Way for Loan Campaign 12
Plan Would Put More Efficiency in Civic Finances 13
Influenza Cost Insurance Companies Over Hundred Million 14
Further Points Anent Charges of Profiteering 14
The Arguments in Support of Co-Insurance 14
Permits Issued in July Record Largest Advance 15
Exchange is Factor in Basis of Tariff 16
Farmers Are a Puzzle to the Politicians 16

The United States Post Office requires the following information on copies of this publication going to the United States:—
THE FINANCIAL POST, Sept. 6th, 1919, Volume XIII., No. 36. Published weekly at 143-153 University Avenue, Toronto, Canada, by The MacLean Publishing Company. Yearly subscription price, $3.00. Entered as second-class matter July 1, 1912, at the Post Office at Buffalo, under the Act of March 3, 1879.

BANK OF MONTREAL
Established over 100 Years.

Capital Paid up - - - - - - - $20,000,000
Rest - - - - - $20,000,000
Undivided Profits, $1,661,614
Total Assets - - $489,271,197

BOARD OF DIRECTORS:
Sir Vincent Meredith, Bart., President.
Sir Charles Gordon, G.B.E., Vice-President.
R. B. Angus, Esq. Lord Shaughnessy, K.C.V.O. C. R. Hosmer, Esq.
H. R. Drummond, Esq. D. Forbes Angus, Esq. Wm. McMaster, Esq.
Lt.-Col. Molson, M.C. Harold Kennedy, Esq. H. W. Beauclerk, Esq.
G. B. Fraser, Esq. Colonel Henry Cockshutt. J. H. Ashdown, Esq.
E. W. Beatty, Esq., K.C.

Head Office: MONTREAL
Sir Frederick Williams-Taylor, General Manager.

Branches and Agencies: Throughout Canada and Newfoundland. At London, England, and at Mexico City. In the United States—New York, Chicago, Spokane, San Francisco—British American Bank (owned and controlled by the Bank of Montreal).

THE MERCHANTS BANK OF CANADA
Head Office: Montreal. Established 1864.

Paid-up Capital ....$7,000,000 Total Deposits (July 31, 1919) $150,000,000
Reserve Fund .... 7,574,043 Total Assets (July 31, 1919) 181,000,000

President: SIR H. MONTAGU ALLAN, C.V.O.
Vice-President: K. W. BLACKWELL
General Manager: D. C. MACAROW.
Supt. of Branches and Chief Inspector: T. E. MERRETT

DRAW ON YOUR CUSTOMERS

through the Merchants Bank. With branches in all parts of Canada, and correspondents abroad, this Bank is in a position to present Drafts promptly, have them accepted, and collect payment with the least possible trouble and cost to you.

333 Branches and Agencies in Canada Extending from the Atlantic to the Pacific

A Financial Highway for Canadian Trade

Coincident with Canada's foreign trade ambitions, we have made remarkable progress toward the fulfilment of our policy to build up an institution of an international character which will provide a financial highway for Canadian Trade with foreign countries.

Our Branches in London, New York, Montreal, Toronto and Winnipeg are equipped with Foreign Exchange Departments prepared to finance and advise Canadian exporters and importers.

UNION BANK OF CANADA
HEAD OFFICE: WINNIPEG
Resources - - $153,000,000

SOLDIERS

Cheques and money transfers representing pay and allowances of soldiers drawn in Sterling Exchange will be cashed by this Bank at $4.86 2/3 to the Pound Sterling.

We will transfer money for soldiers, free of charge, to any point in Canada where we have a Branch.

THE DOMINION BANK
Cor. King and Yonge Streets, Toronto

DEFERRED payments financed. Our service is of interest to manufacturers, dealers and customers, and especially to the motor and musical instrument trades.

THE COMMERCIAL CREDIT COMPANY OF CANADA LIMITED
305-306 Bank of Hamilton Building, Toronto

THE MOLSONS BANK
Incorporated 1855
Capital and Reserve - $8,800,000
Over 100 Branches

If the need of additional capital stands in the way of the growth of your business and you can show facts proving this, why don't you consult the manager of The Molsons Bank?

He will gladly advise you how to proceed in order to obtain the additional capital. His advice costs nothing and places you under no obligation.

Head Office: Montreal
E. C. PRATT, General Manager

WELFARE SCHEME FOR EMPLOYEES OF DOMINION CHAIN

Company Expects to be Repaid in Added Efficiency

SOME OF THE BENEFITS

Workers Are Insured Against Sickness and Old Age—Both Benefits and Vacations Are Provided

"No person can lead a normal healthy human life whose mind is clouded by worries. It is in an effort to anticipate and remove the reasons for some of these worries that the association's plan of co-operative insurance between employer and employee has been devised by the American Chain Co." Thus A. G. Ross, manager for the Dominion Chain Co., Niagara Falls, Ont., summarized the motive behind the Acco Employees Society, which has been recently organized at this plant.

The plan insures the workers against sickness and old age, provides death and birth benefits, vacation and even free legal advice. Enrolment in the association is entirely voluntary. The worker pays an initiation fee of $1 and 50c a month in dues. The cost to the company is in the neighborhood of $300,000 annually.

While the initial expense is enormous, the management feel that greater efficiency will result from the great interest and care on the part of the individual worker.

Some of the Benefits

The scheme affords the worker health insurance ranging from three months to one year, according to length of service with the company.

In the event of death, a cash payment of $100.00 is made for funeral expenses, and in the case of a married man who has been employed by the company for one year or less, the widow receives $1,000, each dependent child, brother or sister, $200, and a dependent parent $500. These payments are graded upward until the maximum insurance payable to the widow of an employee who has served ten years or more, reaches the sum of $2,000, (plus the usual allowances for other dependents) and for a dependent father or mother, $1,000. In case there are no dependents, $500 is paid to the nearest relatives.

A cash benefit of $25 is paid for each birth in the family, together with the fees of doctor and nurse for a period of two weeks previous to the birth of a child and for as long after as may be considered necessary. The company have made arrangements with a number of doctors and nurses, so that the patient has a choice.

Vacations For All

Two weeks' annual vacation on full pay is given all workers, whether in factory or office. To aid the employee in securing the greatest possible pleasure and benefit from his holiday, a vacation bureau is being established which will endeavor to give the inquirer every assistance in making the most of the holiday.

In the case of an employee who has ten years' service to his (or her) credit, becoming permanently disabled, provision is made to pay a sum which will meet the individual case. Each problem will be decided by the Board of Managers, who have authority to do what they consider best under the circumstances.

Old Age Pensions

Persons who have been in the employ of the company twenty years (or more) and have reached the age of 65 years (in the case of a woman 55), are given a competence based on length of service and the average of the highest ten years' pay. 1½ per cent. of this amount is paid for each year of service. Twenty years' service would entitle a man to 30 per cent. of his highest pay.

Legal advice is provided not only in the case of the employee, but for any member of his family. The company will not, however, defend actions at law, unless in protection of a member.

Each person is entitled to a sick benefit of $2 per day, beginning on the fourth day of his illness, and continuing for the length of time to which his service with the company entitles him. Under unusual circumstances the Board of Management may at their discretion increase either the allowance or the period over which the payment extends. A visiting committee keep in touch with the employees who are ill. In cases where the Workmen's Compensation Act and the company's sick benefit come in effect together, both are not paid. The workman receives whichever grant would be the larger.

Under Local Board

The affairs of the association are managed by a board of seven men. The secretary, treasurer and two members of the board are nominated by the company, the four remaining members by the employees. The reserve fund, which covers these guarantees, will be invested in Victory and Liberty bonds, thus insuring its reliability, although the Dominion Chain Co. holds itself responsible for the enterprise.

The affairs of the association will be administered with every regard for the wishes of the workers, who are invited to suggest alterations or improvements which may help the successful handling of the scheme and promote greater efficiency, co-operation and good fellowship.

HALIFAX BUSINESS CLAIMS TO BE PAID

Course Urged by The Financial Post Followed in Connection With Big Explosion

By Special Representative

HALIFAX.—The Halifax Relief Commission is nearing the end of its labors. Appointed soon after the great explosion, the commission has undertaken and put through a very big job, involving the expenditure of more than $25,000,000. At first its work was simply relief, assisting those who had lost everything, including wives and children. It paid damages of personal property, established courts where smaller accounts were adjudicated and gave a prompt settlement. It undertook huge repairing schemes and set up an appraisal board to fix losses. Then it embarked on a town-planning and rebuilding campaign in the devastated area, constructing streets on easy grades and take steps to make this part of Halifax a model for the whole city and for any one who wished pointers in city construction. It established pension systems and provided a hospital for those afflicted by tuberculosis brought on by their sufferings in the explosion. The totally blind and those who had partially lost their sight were trained and helped to become self-supporting.

The appraisal board went out of existence last week and in the spring the whole work of the Relief Commission will be concluded, leaving only work that can be done by a simple trustee or agent. The Halifax Relief Commission's last work was to appraise the losses of the larger business firms and corporations, which up to this time had been ignored. These claims have been looked into and will be settled at once. At one time these business claims were believed to be beyond the pale, but a subsequent grant of about $3,000,000 made their settlement possible. It will mean large amounts to some concerns in Halifax, and the Dominion Textiles in Montreal. Business claims may not be paid in full, for the commission reserves the right to consider special circumstances.

SUBSTANTIAL ORDERS PLACED FOR STEEL

Prices tend Upward, Although Tendency is to Avoid Advances

There is a good substantial business going on in the purchase of steel, particularly such lines as plate, tubes, sheets, bars, etc. Although the tendency is to avoid price advances, some of the Canadian mills are likely to announce a slight increase in bars. At least, that is the information THE FINANCIAL POST received during the week.

Mills are pretty well booked up on bar business, in fact, deliveries are in most cases from six weeks to a couple of months in the future now on many orders.

One dealer states that he had placed some structural business during the week with his mills, this being about the first of rather large buying that they are looking for to follow. There is a large amount of structural building in the offices of architects. Some of it, of course, will not materialize, but in other cases the element of necessity has entered and it is the dominating factor just now, so the chances are that the building will go on. In fact, the hope is expressed that even at this late date there may be enough progress made on some structurals to permit of winter work on the inside finishing.

U.S. SUGAR INDUSTRY

Big Activities on the Part of the Refiners

NEW YORK.—Sugar refiners in the United States should melt between now and the end of this year upwards of 1,250,000 tons of raw sugar, compared with about 833,000 tons for the corresponding period in 1918. This estimate is based upon the available supplies of raw sugar, the tremendous domestic demand and the depleted state of foreign markets, which should absorb any surplus of refined sugar if it becomes possible to satisfy the needs of the United States.

Meltings by sugar refiners at all ports through August 16, 1919, have been 2,764,732 tons.

INCREASED RATE DEMAND IS BASED ON HIGHER WAGES

Railway Board to Deal With Telegraph Tariffs in Two Weeks

MATERIALS UP 85%

Average Rate of Increase Asked For is 25%—Great North Western Announce General Wage Increase

The telegraph companies expect that their application for increased rates will come up before the Railway Board for hearing in about two weeks. Their application, substantiated by figures showing the increased cost of operation and maintenance of nation-wide telegraph systems was filed some time ago, and the Railway Board has asked boards of trade, municipalities, etc., throughout Canada to be ready to state their side of the case, should they oppose the increase.

The companies have asked for increases on all their tariff divisions, amounting to about 25% in the aggregate. Wages, they say, have advanced over 60% since the last revision of the rates in March, 1916, and the material used in constructing new lines and repairing old lines has increased on an average, more than 85%. The companies base their application for increased rates on these increases in the cost of wages and materials.

Some of the more important materials used in large quantities by the telegraph companies, and the increase in their cost are: Poles, up 80%; wire, up 65%; iron braces and bolts, up 175%; cross arms, up 75%; glass insulators, up 263%; instruments, up from 56% to 90%; stationery, forms, etc., up 60%. These comparative figures are as between 1915 and 1918. How these increases have affected the earnings of the various companies it is hard to judge, as the Great North Western Telegraph Company does not make a public statement of its earnings, and the C. P. R. Telegraph is a subsidiary of the railway. The last readjustment of tariffs was in March, 1916, when the railway board slightly reduced the rates, especially in Western Canada, and on messages between Eastern and Western Canada.

Nor can conditions in the United States, where the Postal Telegraph Company recently reduced its rates by 20% be quoted to prove the justice or injustice of the claim of the Canadian companies, they say. When the postmaster general of the United States took over American telegraphs, he increased the rates 25% all around. The Postal Telegraph Company claimed that they were given a much less advantageous contract than the other companies, which hindered them to such an extent that they promised to reduce their rates as soon as they were given control of their own system again. This promise they redeemed about five weeks ago. The Western Union, a much larger company, made no reductions in their rates.

Telegraph rates are lower to-day than they were forty years ago, despite enormously increased operating costs. This is due largely to increased business, dividing the fixed charges over a greater number of messages, to the introduction of night lettergrams and other innovations of that nature that keep the lines busy at all hours, and to the centralization of control. The Great North Western Telegraph Company, for instance, operates nearly 2,000 offices from coast to coast and thus puts into its own treasury that part of the telegraph charges they formerly shared with the Western Union offices in British Columbia and the Maritime Provinces and the Canadian Northern in the West.

In connection with their application the G. N. W. announce further increases in the wages of their employees effective September 1.

SWISS PARTY COMING

Business Men and Others Will Visit Canada in October

A delegation from Switzerland, representative of the following interests— government administration, universities, medicine, banks, board of trade, architecture, the press, and commerce and industry—will visit North America in the fall. The delegation will consist of about three hundred representatives, and will sail by the Holland-Amerika liner SS. Rotterdam in September. It is the intention of about ninety of the delegates, the majority of whom are representatives of various lines in commerce and industry, to visit industrial centres in Canada.

The delegation is expected to cross the border at Niagara Falls between October 1 and 15, and their stay in Canada will be about two weeks.

HELD MANY STOCKS

Frank Hillock, Toronto Lumberman, Left Estate of $330,000

Frank Hillock, Toronto lumberman, who died June 10, 1918, left an estate of $330,041. His will has just been admitted to probate. Among the securities owned by the deceased were 40 shares Duluth-Superior, $1,640; 257 Toronto Railway, $14,906; 226 Consumers' Gas, $32,657; 10 A. Macdonald, $780; 5,000 Toronto Paper, $4,400; 75 Twin City, $3,000; 5 Merchants' Insurance, $250; 5 Canada Bread, $95; 8 Masonic Temple, $200; 100 Brazilian, $3,300, and $16,995 in bonds. To his widow the testator left most of his real estate and personal property, as well as $25,000 in cash, and to his sons he left his lumber business. Other relatives and employees received small legacies.

POSSIBILITIES FOR WEST INDIAN TRADE

Present Arrangements Should be Enlarged, Says Canadian in London

Referring to possibilities of trade between the West Indies and Canada, Hon. Gideon Murray, M.P., in an interview in London, said that Canada and the West Indies are anxious for closer association. They are complimentary to each other, for Canada can supply the manufactured articles, flour, etc., which the West Indies require and do not themselves produce, while the West Indies are able to furnish all those tropical products such as fruit, cocoa, limes, sugar, etc., which Canada is unable to obtain within her own borders. It seems fitting, therefore, that these two countries should continue to come closer together in all matters of commerce and trade.

When the Reciprocity Agreement of 1912 comes up for review in 1922 it may be expected that the terms on either side will grant even larger preferences than exist in the present agreement.

Another nation that is anxious for trade with Canada is San Domingo, according to Dr. W. A. Morris, of that republic, who is visiting Canada. Dr. Morris says:

> "There are many commodities that Canada wants and must shortly have as she grows in population, such as sugar, coffee, cocoa and tobacco, while the people of the island require saddlery, hardware, machinery of all kinds cheese, butter and almost everything shipped from the great manufacturing countries. The stability of the present Government, is absolutely guaranteed under American military occupation and there is no attempt by the authorities to boycott one country in favor of another, the island being opened to the development of the world. The soil is virgin, requiring no artificial means for crop production which would spell disaster to the planter of many acres in subtropical countries.

PT. ARTHUR LEADING WHEAT SHIPPING PORT

Lake Shippers' Clearance Association Handled Less Grain in 1918-1919

The annual report of the Lake Shippers' Clearance Association for the fiscal year ending July 31, shows a big drop in the amount of grain shipped through the association; 152,164,830 bushels were handled, as compared with over 212,000,000 bushels in 1917-18, and over 311,000,000 bushels in 1916-17. Over 100,000,000 bushels of last year's amounts were carried by vessels, and 11,000,000 bushels by rail. The remainder was in transfers.

Port Arthur-Fort William is shown as the chief wheat shipping ports in the association's statement, with a total of over 98 million bushels handled last year. Duluth is second with 88 million bushels, and Chicago third with 67 million bushels. Combining shipments of wheat, oats, barley and other grains, Chicago takes the lead with 161 million bushels, Duluth second with 118 million bushels, and Port Arthur-Fort William third with 117 million bushels. These figures show a change from 1916-17 and 1917-18 when the Twin Cities had an undoubted lead in all grain shipments through the association.

That most of the grain was carried in Canadian boats is shown by the following table for the season of 1918:

In millions of bushels:	
Canadian boats to Canadian ports..	42
Canadian boats to American ports..	1
American boats to Canadian ports..	32
American boats to American ports..	1

WANT GERMAN DYES

American Manufacturers Need Supply to Tide Them Over

WASHINGTON.—F. P. Garvan, Alien Property Custodian, has asked President Wilson to issue an executive order permitting him to send an agent to Paris to purchase from the Reparation Commission a 6 months' supply of German vat dyes to tide over American manufacturers until German secret formulas now owned by the Alien Property Custodian can be utilized for commercial purposes.

AIR IS CLEARING AS TO LABOR AND STEEL INDUSTRY

Firm Attitude of Judge Gary an Important Influence

AS TO OPEN SHOP

Labor Leaders Are Averse to a Show-Down With U.S. Steel, Which Has Treated Workers Well

By A. R. KENNEDY,
Editor "Canadian Machinery."

The steel situation in the big producing points of United States, especially those at which the Corporation plants are operating, has been passing through a rather ticklish stage during the past few days, but so far nothing were dangerous than possibilities has developed. Not very far back it did look as though there would be a real struggle for the closed shop in the steel industry, something that has not heretofore been accomplished. The committee that had been working trying to bring about an organization in the steel mills represented to the management, through a letter to Judge Gary, that they were in shape to present their demands or call a strike, naming a certain date for the matter to be settled one way or the other.

Judge Gary and those associated with him, claimed that the men who made the representations to him did not represent the men in the mills, and the only way to demonstrate this fact is for the new union to call the strike and see how they make out. It may be that they are not prepared yet to go up against an organization such as the steel corporation.

U. S. Steel on Own Feet

The steel men, apparently, have no organization and Judge Gary was appealed to as the outstanding man in the business. No doubt the labor men would very much have liked to have Judge Gary ask all the steel and iron men to come together for a conference but had this suggestion been made the head of the Steel Corporation would have been placed in the position where he would have stated that he was busy minding his own business, and did not care to be the committee's representative in seeking a conference with other manufacturers. Apparently the Steel Corporation rely largely on the welfare and community work which they have carried out to a very large degree to offset the attempts of the labor men to organize the industry to the point where they can call for the open shop.

Labor Burns Bridges

The committee then wen to Washington, and President Gompers of the American Federation of Labor, had a conference with President Wilson, who, several days before, had issued a very strong statement, calling for a truce as to all labor demands and asking that every citizen co-operate to stop this whole thing. Apparently there was a forlorn hope that the President could be induced to use his influence with the steel manufacturers to get them into conference with the labor leaders, and, obviously, it failed. In bringing the issue before the President the committee burned one of its bridges behind it. It burned another when it wrote to Judge Gary that only a few days were left in which to avert a strike. It burned another, between it and the 12-plank platform enunciated July 20, when it wrote to Judge Gary: "There has not arisen anything between your corporation and your employees, whom we represent, in which the question of 'closed shop' has even been mooted." The fact is that one of those 12 planks was nothing less than a demand for the 'check-off,' which is the most extreme form of closed shop labor leaders have been able to conceive, and which they never succeeded in establishing, except in some of the union coal mines.

CARNEGIE'S WILL

Steel King Had Disposed of the Great Bulk of Fortune

NEW YORK.—Carnegie left between $25,000,000 and $30,000,000. The will leaves the real estate and all the works of art to Mrs. Carnegie. The financial provision for Mrs. Carnegie and for Mrs. Carnegie's daughter, Mrs. Miller, was made during Mr. Carnegie's lifetime, rather than by the will.

Mr. Carnegie's gifts to charity during his lifetime totaled somewhat in excess of $350,000,000. He really did divest himself of his great fortune for the benefit of mankind, as he long ago said he would.

The fourth article of the will contains a series of legacies, the most substantial of which are to charitable institutions. The fifth article of the will contains a series of annuities to relatives and friends. The Carnegie Corporation of New York is the residuary legatee and Home Trust Co. of New Jersey is executor and trustee under the will.

Among the bequests in the fifth article are: President Taft, $10,000; Mrs. Theodore Roosevelt, Oyster Bay, $5,000; Mrs. Grover Cleveland, Princeton, $5,000; Hon. Lloyd-George, $10,000.

The Pittsburgh University is left $200,000; Hampton Institute, Virginia, $300,000; Stevens Institute of Hoboken, N.J., $100,000; Saint Andrew's Society, N.Y., $100,000, and Cooper Union $60,000.

LABOR MUST LEARN

Hard Times Now Being Predicted For Britain

The Fortnightly Review states that the economic foundations of Great Britain are rapidly being undermined by the efficiency of highly paid American labor and the growing ability of low-wage Japanese labor. It contends that British labor will learn the necessity of intensive production and thrift only through experience of hard times.

BIG WHEAT PURCHASE WILL HELP INDUSTRY

Deal by British Government Important Factor in Milling Situation

The announcement of a purchase by the British Government mounting into millions of bushels, is a hopeful sign for the coming milling season. With this business in sight there is little danger it would appear of any material falling off for the coming season. This is a reassuring factor, as, owing to the uncertainty due to the difference in price figures between the two countries, there was some uncertainty as to what the result might be.

The set price of wheat for the coming season as announced recently, will be the same for new crop spring wheat flour as for old crop flour. While the miller is having to pay higher for his wheat, the difference is not of a very material amount, and, given a heavy run, will not be a large factor in the trade. It will have a tendency, however, to rather seriously affect the smaller mills.

Milling officials, generally, are somewhat uncertain as yet in regard to the situation. The size of the wheat crop, and the question of whether an adequate market will be found for it at profitable figures, are still so uncertain, that it is difficult for anyone to forecast the position of the milling industry during the coming season. Generally speaking, however, there is a tendency to take a fairly optimistic view of the situation.

COCA-COLA A BIG BUSINESS

A Thirty Million Dollar Asset Created Largely By Advertising

One of the most interesting announcements in connection with the acquirement by the Trust Company of Georgia and certain New York interests of the Coca-Cola Company of Atlanta is that which declares officially that "the necessary resources will be provided to extend the operations of the company more widely than heretofore not only in the United States but in foreign countries."

About $30,000,000 is said to have been involved in the transaction. A new company is being organized, and about 500,000 shares of its common stock will be available at about $40 per share.

The sales for the first seven months of the year were 11,099,569 gallons, the July sales showing an increase over those of the same month a year ago of 171 per cent.

The sale includes the rights to the formula, the real property, contracts, etc., but is said not to affect the bottling rights. The management will remain the same.

At the time of the outbreak of the war the company's advertising appropriation had attained a mark considerably over a million dollars a year, according to Printer's Ink. Under this stimulus the consumption of the syrup jumped from 48,000 gallons in 1893 to 6,767,822 in 1913. The company began using magazine advertising in 1904 and in 1906 it began using the newspapers. Besides these mediums the company has resorted to almost all known forms of advertising and has developed quite a few of its own.

The company was founded by Asa G. Candler, Sr., of Atlanta, who purchased the formula for $2,500. Advertising began in 1886 with an expense of $73.96. In 1892 the capital stock was raised to $150,000, and the following year $12,395 was spent in advertising. The appropriation was annually increased until in 1901 it passed the $100,000 mark.

The British Government, finding it impossible to get along without American-made cars and trucks, has decided to permit the importation of 5,000 American motor cars.

FIXED PRICE FOR SUGAR NOT LIKELY TO BE EFFECTIVE

Some Reasons as to Why Supply and Demand Will Rule

BIG CONSUMPTION

Canada's Sugar Rations Have More Than Doubled Since 1915—Tariff Arrangements a New Factor

By J. L. RUTLEDGE
Editor "Canadian Grocer"

The proposal to fix a maximum price for sugar for the wholesaler and the retailer may or may not work out satisfactorily. Whether such a course is feasible depends not on conditions in Canada, but on conditions in primary markets. It may have a beneficial effect at the moment in quieting the abnormal demand due to someone's foolish statement at Ottawa recently that sugar would reach 20 cents a pound, but whether such a price, if set, can be maintained, remains to be seen. Unfortunately, Canada is not a producer of raw sugar, and, therefore, no laws instituted here can deal effectively with the situation.

That any definite fixing of price is difficult to maintain is evident in the present situation in Cuba. While the entire crop was purchased by the International Sugar Commission, at 5.80 f.o.b. Cuba, sales have been actually made in defiance of this contract at as high as 6.50. Canada is in a somewhat unusual position in regard to her sugar stocks. Supplies of raws have been largely derived from the British West Indies in the past, but the change in Britain's preferential tariff with the West Indian Islands, gives them a preference of 80 cents as opposed to a 30 cent Canadian preference, which is practically a prohibitive barrier against the continuance of this business, resulting as it has in an advance for Canadian refineries from 6.10 to 8.00. Canadian refiners have to seek their supplies in Cuba, or from Peru with the added freights and additional transportation difficulties that this course entails. It is just a question, therefore, whether, if these restrictions on price are too rigidly enforced Canada may not find herself without raw stocks.

The real truth of the sugar matter, lies not in the increased demands of the producing and distributing trades, but in the actual increase in the consumption in Canada following the sudden removal of the Canada Food Board restrictions. T. J. O'Grady of the Atlantic Sugar refineries is responsible for the following figures illustrating the increased consumption in Canada. These figures represent the consumption for eight months of each year.

1915	40,669,213	pounds
1916	48,444,507	pounds
1917	64,406,544	pounds
1918	68,408,548	pounds
1919	93,025,186	pounds

These figures indicate pretty clearly that the Canadian consumer has not suffered any great privation, but has, in fact, indulged in a perfect orgy of sugar consumption. W. F. O'Connor's contention that there was a large crop of sugar in Cuba, and a record beet crop in the United States is perfectly true, but while this is the case, Europe and Asia are lamentably short, and much of the Cuban crop must be diverted to meet this need. The solution of the matter, therefore, would not seem to be to set a low maximum price on sugar, and so further increase the consumption, but if necessary, to take some steps to curtail the consumption, until stocks are more normal.

Present indications are, however, that no such action will be necessary. There is every indication of a better delivery of raw stocks, that will immediately relieve the situation, and render any regulation of the industry unnecessary. The proposed prohibition of the export of sugar has certain objections. For one thing, it is admitted that there is an abnormal crop of the raws on the Island of Cuba, and that a goodly portion of these at least, will be distributed in Europe. They will in all probability be distributed as refined sugar, and to prohibit the Canadian refineries from exporting this commodity, means the diversion of this profitable business to American refineries, at a time when every iota of export business is of vital importance to Canada. Canadian refineries are capable of handling many times the volume of the annual Canadian consumption, and any restriction, therefore, beyond that necessary to secure supplies for Canada cannot but be harmful.

Since the war diamond-cutting factories have arisen in Birmingham, England, and British boys are now being trained to the trade under supervision of Belgian exiles.

SPANISH RIVER DAM

International Nickel Company's Development Is Proceeding

Work is proceeding rapidly on the construction of the Big Eddy dam on the Spanish River, Algoma district, Ont., for the International Nickel Co. The conservation dam will raise the level of the river 100 feet, and will create a lake with an area of 15 square miles. Combined with the storage in the upper third of the Spanish River watershed, it will increase the minimum flow to over 1,800 cubic feet per second, or almost three times the natural low-water flow, of 675 cubic feet per second. It will also create a power site where 15,000 h.p. can be continuously developed.

RE-FORESTING PULP LAND

Laurentide and Riordon Companies Plant Many Seedlings

Perhaps the large reforestation scheme ever undertaken in Canada is being carried out in Quebec this year. The Laurentide Company, of Grand'mère, is planting over 1,000,000 seedlings, mostly Norway spruce, with some white, Scotch and jack pine and balsam. The Riordon Company, of St. Jovite, is also planting about 750,000 seedlings. These companies hope soon to plant every year at least one tree for every one re-

---

SAFEGUARDING B. C. SALMON INDUSTRY

Proposed Treaty With U.S. Government Would Do Much to Save the Sockeye.

Unless some decided measures are taken to protect the sockeye salmon pack of the Fraser River, this year's experience would seem to indicate that the immense salmon catches that were the feature of this river, and one of the great assets of British Columbia, will very soon be a thing of the past. This year's pack on the Fraser, of this grade of salmon, was a mere fraction of that of even former light years.

At the present time a treaty is pending with the United States Government, that is expected to safeguard this great natural resource. It is understood that the treaty in part follows the findings of recent commissions of investigation, that provided, among other things, for a closed season from 1919 to 1926 from July 20 to July 31 of each year, and also a weekly closed time throughout the season from 6 a.m. Saturday to 6 p.m. Sunday. The recommendations also provided for the licensing of fishermen, the restriction of the fishing to certain sections of the river, and stipulated the size of net. If, as it is believed, these regulations are to become effective, a really important step in the safeguarding of this important industry has been taken.

STUDEBAKER WELFARE

Anniversary Bonuses and Vacations Are Features

NEW YORK—Directors of the Studebaker Corporation have approved, with liberal modifications, the plans for employees' welfare, and the project in its entirety will be in effect by September 1. The "anniversary check" plan, one of several features involved, in fact has been in force since August 1. All employees of less than five years' standing are receiving checks amounting to 5 per cent. of their earnings on the anniversary of their employment. Those who have been in the Studebaker employ more than five years receive 10 per cent.

The plan includes all employees, instead of those earning $2,000 or less as originally planned, and the copartnership plant will now permit employees to become holders of either preferred or common stock. Vacations for factory employees of two years' service, life insurance and pensions are provided for by the directors.

Regarding the entire project President Erskine says:

> "The directors frankly state that the plans are intended to increase the number of continuous service employes and to eliminate, as far as possible, the number of transient employees. The plans are not to be considered in the nature of additional compensation in lieu of wages, but rather as a participation in the profits of the corporation, rewarding employees for the increased value of their service which results from continuous employment and co-operative effort. Payments to employees under these plans are a fixed expense of operating the business; are not dependent upon the profits of the corporation; and must be paid before the dividends can be paid to stockholders."

CHATHAM'S CHOICE

John A. Walker, K.C., former local manager of the Standard Reliance Loan Corporation, was chosen as the representative of the Chatham creditors of the defunct company. The creditors in Chatham also chose Mr. Walker as their director to represent them on the board of management of the new company.

Banking Service

The attention of manufacturers is drawn to the excellent facilities this Bank offers in all branches of a complete banking service.

A good banking connection is an essential to the success of the manufacturer or merchant.

THE CANADIAN BANK OF COMMERCE

Capital Paid Up, $15,000,000. Reserve Fund, $15,000,000

THE ROYAL BANK OF CANADA
HEAD OFFICE, MONTREAL

LONDON, ENG.
PRINCES ST., E. C.

NEW YORK
68 WILLIAM ST.

BARCELONA
PLAZA DE CATALUNA 6

FRENCH AUXILIARY: THE ROYAL BANK OF CANADA (FRANCE)
PARIS, 28 RUE DU QUATRE-SEPTEMBRE

With our chain of 595 Branches throughout Canada, Newfoundland, the West Indies, Central and South America, we offer a complete banking service to exporters, importers, manufacturers and others wishing to extend their business in these countries. Trade enquiries are solicited. Consult our local Manager or write direct to our FOREIGN DEPARTMENT, MONTREAL, QUE.

A close working arrangement exists between this bank and the
LONDON COUNTY WESTMINSTER & PARR'S BANK, LTD.

CAPITAL PAID UP & RESERVES - - $33,000,000
TOTAL ASSETS - - - - - - $470,000,000

THE HOME BANK OF CANADA

Letters of Credit and Drafts issued to over 1,500 principal points in the United Kingdom and the world-wide British Empire, and countries of Europe and Asia not under the War ban. The service is most complete and of unexcelled efficiency.

Branches and connections throughout Canada

Head Office - - - 8-10 King St. West, Toronto

The Weyburn Security Bank
Chartered by Act of the Dominion Parliament
TWENTY-THREE BRANCHES IN SASKATCHEWAN
HEAD OFFICE, - WEYBURN, SASK.

DIRECTORS:—Alex. Simpson, Pres., Minneapolis, Minn.; Jos. Mergens, Vice-Pres., Weyburn, Sask.; J. A. McBride, Weyburn, Sask.; Frank Moffet, Weyburn, Sask.; H. N. Morphy, Weyburn, Sask.; S. E. Oscarson, White Rock, S.D.; N. D. McKinnon, Weyburn, Sask.; H. O. Powell, Gen. Mgr., Weyburn, Sask.

A General Banking and Foreign Exchange Business Transacted.

Keep Posted

There is a big advantage in keeping well informed in business. You can do this through our service of—

Press Clippings

These keep you posted on every change or new development affecting new concerns, markets, stocks, financial affairs, trade news, and personal items. Write.

CANADIAN PRESS CLIPPING SERVICE
143-153 UNIVERSITY AVE., TORONTO

GOVERNMENT DRAWS HEAVILY ON THE BANKS

Holdings of National Securities Up Fifty Million in July

"WAR-TIME" FINANCING

It is Evident That Provisions of War Measures Act Are Still Being Made Use Of

Detailed figures of the July bank statement indicate the importance of the success of the forthcoming Victory Loan from the standpoint of Canadian trade, commerce and industry. It is indicated that at the end of July the holdings of government securities, which increased by nearly $54,000,000 during the month had reached the total of $278,190,601 or about $134,500,000 more than at the same time last year. With the government drawing upon the banks for funds at the rate of about $50,000,000 per month, it is at once evident that if the bond issue does not reach such proportions as to remedy this situation the effect upon current loans will at once be felt and contraction of credits on current accounts are bound to reflect on commercial and industrial activities.

During the same period there was an increase in obligations of the banks to the government of over $11,600,000 to a total of over $140,000,000 or more than $53,000,000 above the July statement of 1918. Under the circumstances, this expansion appears to represent a continuation of financing under the War Measures Act by which the finances of the banks are enlarged to meet abnormal demands through the issuance of legals on the security of bank assets. This is a procedure which works very satisfactorily under the circumstances but it is a purely wartime arrangement just as the expenditures of the government necessitating it. It represents a kind of financial inflation which should not be continued longer than absolutely necessary. Government curtailment of expenditures appears to be the only sound solution. Now that the war is over every effort should be made to reduce the government accounts to a basis where current expenditures can be financed from current income. Unless this is done the public finances cannot be otherwise regarded than with apprehension.

The decline of nearly $30,000,000 in current loans and of over $2,000,000 in Canadian call during the month, however, appears to have been rather the result of reduced business activities than of government needs as there was at the same time an increase of $10,000,000 in call loans abroad, representing funds which can be readily realized in the event of there being requirements for them at home. Also balances with foreign banks were increased by over $35,700,000.

BREWERIES DIVIDEND

Stock Eases a Little When 6% Rate is Maintained

By Resident Representative.

MONTREAL.—At a meeting of the directors of National Breweries on Wednesday, it was decided to maintain the present rate of 6% that had been started this year, and it is probable no increase will be made until after the first of the year. Some of the directors favored an increase to 10%, but this was overruled. The stock dipped a few points, but held fairly strong.

CANADIAN COTTONS GET MILL PAYMENT

Cash and Bond Returns Will About Equal Rental—All the Business Needed

By Resident Representative

MONTREAL.—Canadian Cottons was handed over this week the $1,500,000 of bonds, and cash of $875,000 by the Dominion Textile Company in payment of the Mount Royal mill. In some quarters there has been a misapprehension about the profits that would come to Canadian Cottons from this sale. It has been argued that the company would have the interest of 6 per cent. on the bonds, or $90,000 a year to the good, and in addition the interest on the cash amount, or a total of about $150,000 extra, as compared with what it was earning before, and that this improved the position of the common stock. As a matter of fact the financial position is practically the same. The company received a rental of about $190,000 a year from the Dominion Textile Company for the mill, which is more than the actual cash that is involved annually in the present payment in purchase, but Canadian Cottons as "landlord" had a heavy depreciation account to meet each year on the mill, which would bring the return to about the same. Orders in hand are keeping the mills running to capacity in so far as the supply of labor is concerned. Canadian Cottons is filled up with domestic orders, and in addition has a portion of the Roumanian order, some of it direct and the rest for converting mills.

The new price lists for Spring, 1920, have been issued, and on the average these are slightly below the prices of one year ago, in spite of the increase in wages that went into effect a couple of months ago.

There has been little activity in the stock for some weeks past.

RAILROAD EARNINGS

Gross receipts of the Canadian Pacific Railway for the fourth period of August totalled $4,759,000, a gain of $629,000, or 15.2 per cent. over the corresponding period in 1918. The Grand Trunk Railway reports gross earnings for the last nine day period of August amounting to $2,333,190, an increase of $94,386 or 4.2 per cent. Following are comparative figures:

	1919	1918		Change	%
C. P. R.	$4,759,000	$4,130,000	+	$629,000	15.2
G. T. R.	2,333,190	2,238,804	+	94,386	4.2

QUEBEC RAILWAY SHOWING DEFICIT FOR PAST YEAR

Earnings More, But Wiped Out by Much Heavier Costs

NOW RUNNING AHEAD

First Two Months of New Year Much Better and Prospects Good For Surplus Hereafter

By Resident Representative

MONTREAL.—The annual report of the Quebec Railway, Light, Heat & Power Co., THE FINANCIAL POST understands, will show a deficit for the year ending June 30, 1919, in the neighborhood of $65,000. This condition is not surprising when the records of the majority of other electric lines is considered, for the costs of operation have been running very high, and increases in wages have been very heavy in nearly every instance. The deficit compares with a surplus of $95,000 for the previous year and one of $20,000 for two years ago. This condition that has arisen this past year should be regarded by the shareholders as more or less temporary, for the prospects are that a deficit will not be repeated in the new year on which the company has entered.

There will be several reasons for an improvement, which has already been manifest since the new fiscal year began. One is that the Quebec Railway is dependent for a large share of its earnings on the large tourist traffic that the Ancient Capital draws from many quarters of the world. Most of this, of course, was cut off during the war, but has resumed since the first of July. For instance, it is learned that on Labor Day the earnings of the railway were the second largest for a single day in its history, the passengers carried being 86,533, as compared with the previous record of 93,000 on Civic Holiday, 1913. Then the Montmorenci Division, which runs for 33 miles and connects Quebec City with the Quebec & Saguenay road, in the two months of the new year, July and August, carried 541,000 passengers, as compared with 380,000 in the similar period last year. Again, the Quebec-Saguenay line has always been a heavy liability: now it is owned by the Government, and henceforth will be a big source of revenue as a feeder to the Montmorenci line, which is steam as well as electric. Eventually this Montmorenci road is likely to be taken over by the Government to link up with the Quebec-Saguenay. Then fares are higher on the electric road, and gas and electric light and power rates have gone up also, and the full effects of this are felt from the first of the current year of the company. On the Street Railway division alone the receipts show an increase of $25,000 for the first two months, July-August.

For the year just closed the gas division shows increased earnings, but these are offset to some extent by the heavier costs of production, due to coal chiefly, and also wages. The net gain is about $10,000. In the case of the power division, while the gross receipts were higher, the expenses more than wiped these out, causing a net loss over one year ago.

The stock remains about the same, around 17-18, with scattered buying.

SCOTIA'S POSITION

Magazine of Wall Street Refers To the Outlook

Scotia common has not been traded in for some weeks past. In August not more than 100 shares were recorded on the Canadian market. Price sagged considerably since the high mark of June and July, when on one occasion 97 was reached. Last sales were made at 75, and as nothing but a real sale can determine the value of a stock, there is no saying what the present price of common is. In a recent issue of the Magazine of Wall Street, it is stated that:

"Nova Scotia Steel & Coal Co. owns many valuable coal areas, a steel plant at Nova Scotia and leases about 90 square miles of coal areas. The capital is $15,000,000 in common stock at 100 par value, and $1,000,000 in 8 per cent. cumulative preferred stock. The company has a very good dividend record, payments averaging between 4 and 10 per cent. between 1914 and 1917, the present rate being 1 per cent. quarterly. The company is at present very prosperous, and its fall operations are expected to produce very large revenues in the next few years. The shares have had a good advance from around 50. The company earned $2,328,557 last year, with a net balance available for dividends of $1,715,492, which was an improvement of about $400,000 over the previous year. A further advance might not be unjustified under existing conditions, in view of the company's large coal interests. Coal is at a great premium and scarce as you doubtless know."

WESTERN CANADA MILLS

Very limited trading in the stock of the Western Canada Flour Mills Company indicated a very strong feeling for the stock, a feeling that is shared by all milling stocks at the present time. The sales were made at 160, a very pronounced advance over the last recorded sales, which were made at 140.

ILLINOIS TRACTION

Gross earnings of the Illinois Traction Company for the month of July amounted to $1,339,813 against $1,189,276 for the corresponding month in the previous year. The increase is $150,537. Operating expenses at $1,013,876 left net earnings amounting to $325,936, which is an increase of $22,621. For the seven months ending with July the gross at $9,595,911 showed an increase of $1,312,495, while net at $2,622,040, showed an increase of $337,845.

ANALYSIS OF BANK STATEMENT FOR JULY

Immediately Available Liquid Resources

ASSETS—	July, 1919.	June, 1919.		Change in month.	July, 1918.		Change in year
1—Specie	$ 80,203,533	$ 79,279,438	+	$ 924,095	$ 76,578,266	+	$ 3,625,267
2—Dom. notes ...	180,823,245	175,547,837	+	5,275,408	186,520,172	—	5,696,927
4—Gold reserve...	108,400,000	107,200,000	+	1,200,000	88,870,000	+	19,530,000
9—U. K. banks...	15,531,796	14,557,257	+	974,539	8,298,812	+	7,832,984
10—For. banks	84,255,121	48,484,051	+	35,771,070	45,735,998	+	38,519,123
11—Govt. secs.	278,190,601	224,301,264	+	53,889,337	143,774,425	+	134,416,176
15—Call loans ab'd	178,098,434	167,236,045	+	10,862,389	167,112,836	+	10,985,598
	$ 925,502,730	$ 816,605,892	+	$108,896,838	$ 716,890,509	+	$208,612,221
Loans and Securities Other Than Those of Canadian Government							
12—Pub. secs.	$ 253,490,909	$ 254,147,015	—	$ 656,106	$ 255,155,438	—	$ 1,664,529
13—Rly. secs.	55,214,138	55,191,819	+	22,319	57,828,305	—	2,614,167
14—Can. call loans	93,587,497	95,852,728	—	2,265,231	74,382,762	+	19,204,735
16—Current loans..	1,014,387,206	1,043,712,932	—	29,325,726	905,677,233	+	108,709,973
17—Loans abroad..	138,217,957	132,525,550	+	5,692,407	99,702,919	+	38,515,038
19—Prov. loan	3,700,208	8,104,927	—	4,404,719	2,442,046	+	1,258,162
20—Municipal	54,455,738	52,349,353	+	2,106,385	56,589,173	—	2,133,435
	$1,613,053,653	$1,641,884,324	—	$ 28,830,671	$1,451,777,876	+	$161,275,777
Other Assets							
21—Over. debts ...	$ 3,934,616	$ 4,210,539	—	$ 275,923	$ 4,814,072	—	$ 879,456
22—Real estate ...	5,539,535	6,166,503	—	626,968	5,685,322	—	145,787
23—Mortgages ...	2,378,398	2,399,168	—	20,770	1,999,792	+	387,606
24—Premises	54,667,642	54,315,064	+	352,578	52,954,694	+	1,712,948
25—Lets. of credit	28,745,345	23,811,175	+	4,934,170	23,428,320	+	5,317,025
26—Other assets ..	2,301,216	1,998,749	+	302,467	2,550,472	—	249,256
	$ 97,566,752	$ 92,901,198	+	$ 4,665,554	$ 91,432,672	+	$ 6,134,080
Total	$2,636,123,135	$2,551,391,414	+	$ 84,731,721	$2,260,101,057	+	$376,022,078
3—Note cir. dep..	$ 5,931,480	$ 5,930,608	+	872	5,848,099	+	83,381
5-8—Int. bk. bal..	130,687,973	140,242,549	—	9,554,576	3,563,495	+	17,124,478
Gross	$2,772,743,588	$2,697,564,571	+	$ 75,178,017	$2,379,512,651	+	$393,229,937
LIABILITIES TO THE PUBLIC							
Liability to Government and Circulation							
1—Circulation ...	$ 206,906,941	$ 217,608,195	—	$ 10,701,254	$ 187,865,833	+	$ 19,041,108
2—Dom. Govt. ...	140,575,172	128,890,218	+	11,684,954	87,301,606	+	53,273,566
3—Prov. Govt. ..	23,499,116	24,454,438	—	955,322	22,623,369	+	875,747
Deposits by Public							
4—Demand dep...	684,176,765	605,927,027	—	21,750,262	549,068,651	+	35,108,114
5—Savings dep...	1,175,092,153	1,139,569,570	+	35,522,583	992,015,137	+	183,077,016
Total Can. ...	$1,759,268,918	$1,745,496,597	+	$ 13,772,321	$1,541,083,788	+	$218,185,130
6—Foreign	294,650,777	240,201,440	+	54,449,337	216,003,804	+	78,646,973
Due to Banks Abroad, Etc.							
9—U. Kingdom ..	$ 6,938,194	$ 7,958,573	—	$ 1,020,379	$ 5,159,972	+	$ 1,778,222
10—Foreign	32,955,659	32,208,785	+	746,874	24,864,627	+	8,091,032
11—Bills payable .	3,371,364	3,920,081	—	548,717	1,953,595	+	1,417,769
12—Acceptances ..	28,745,345	23,811,175	+	4,934,170	23,429,477	+	5,315,868
13—Other liab. ..	4,135,987	4,397,934	—	261,947	6,218,046	—	2,082,059
7—Loans from bks.	....	....		....	1,650,000	—	1,500,000
Public liab. ..	$2,501,047,473	$2,428,947,436	+	$ 72,100,037	$2,118,004,117	+	$383,043,356
8—Due bet. banks	8,773,045	10,556,638	—	1,783,593	9,815,417	—	1,042,372
Gross	$2,509,820,518	$2,439,504,074	+	$ 70,316,444	$2,127,819,534	+	$382,000,984

NESBITT, THOMSON & COMPANY
Limited

INVESTMENT BANKERS

1404 C.P.R. Bldg. TORONTO, Ont.
222 St. James Street MONTREAL, Que.
Mercantile Trust Bldg. HAMILTON, Ont.

Real Service to Business Men

The Bank of Toronto is prepared to afford every assistance possible to responsible business men engaged in the development of the manufacturing, commercial and agricultural industries of Canada.

Many of Canada's prosperous business men, farmers, manufacturers and merchants, have achieved success through the aid given over a period of many years by this Bank. Many of our clients who started in a very small way, have established successful industries because from the very beginning they have received the Bank's co-operation.

Open an account in The Bank of Toronto and let us get acquainted with you and your business. Our service which has proven so valuable to others is at your disposal.

THOMAS F. HOW
GENERAL MANAGER

17

THE BANK OF TORONTO

The Legacy of War

Canada's Dead and Missing - - - - 63,038
Canada's Wounded - - - - - - 149,709
Canada's National Debt - - - $1,670,263,691
Soldiers' Annual Pensions - - - $35,000,000

THE WORLD is staggering with debt. Some of the leading countries are verging on bankruptcy.

Five years ago Canada had never dreamed of the financial burden she carries to-day.

Canada entered the Great War with a National Debt of $337,000,000, or $42 per head of population. Canada emerges with a National Debt to date of $1,670,263,691, which is expected to approximate $2,000,000,000 by the end of the fiscal year—or about $250 for every man, woman and child in the country. Interest charges alone will eat up nearly one-half our present national revenue, and soldiers' pensions will have to be provided as well.

Can Ontario Afford to Spend $36,000,000 a Year on Booze?

PREVIOUS to the Ontario Temperance Act the drink bill of the Province approximated $36,000,000 per year, an amount about equal to Ontario's share of the Annual interest on our National Debt. In the face of our financial responsibilities alone, is this the time to repeal the Ontario Temperance Act or relax a single one of its restrictions upon waste of money and man power? To every question on the Referendum Ballot vote—

"No!"–Four Times–"No!"

No Repeal—No Government beer shops—No intoxicating beer in Standard Hotel bars—No Government beer and whiskey shops. Be sure you are on the voters' list. Be sure you mark your ballot four times—X—X—X—X—in the column headed No.

Ontario Referendum Committee

JOHN MACDONALD, Chairman.
D. A. DUNLAP, Treasurer.
ANDREW S. GRANT, Vice-Chairman and Secretary. (1001 Excelsior Life Bldg.)

51

LAURENTIDE CO.'S EARNINGS NEARLY THREE MILLION

Of These Net Profits Were $1,823,656, or 19%

WIPING OUT BONDS

Whole Outstanding Issue of $1,200,000 on Jan. 2—Liberal Depreciation—Reforestation

Following the recent declaration of a bonus dividend of 3% the Laurentide Company in the statement that was submitted to the shareholders this week amply justified that special payment. Not only were the net earnings some $350,000 ahead of those of one year ago, being $2,955,978 as compared with $2,593,834 in 1918, but the net profits showed an increase from $1,704,655 to $1,823,656, after a liberal allowance for depreciation of $330,000 more than one year ago. These profits work out at a percentage of an even 19 on the common stock of $9,600,000, compared with 17.7 one year ago, and 17.9 two years ago.

Probably the most encouraging feature of the annual meeting was the statement of the president, George Chahoon, jr., that the outlook for the new year was "exceedingly bright," as the consumption of newsprint, which was based on advertising, was the largest in the history of the world. Encouraging announcements were also made of the re-forestation policy of the company, which contemplates the planting of 1,000,000 to 2,000,000 trees every year to cover the use of the standing pulp wood in the ordinary operations of the company. Fire losses during the year were practically negligible.

Paying Off All Bonds

Another point that will add strength to the common stock as a security is the intention of the Board to wipe out the bonded indebtedness outstanding. As the president announced in the report: The bond issue of $1,200,000 will be due on January 2nd of next year. $634,778.73 of this amount has been purchased by the company and lodged with the Royal Trust Company; the remainder will be paid off and the entire issue cancelled when due." This will leave the common stock as the sole remaining beneficiary of the profits of the company.

In the statement of Profit and Loss as given below, the investment earnings show an increase from $133,913 to $212,604, part of which represents the dividend now being paid by the Laurentide Power Co. With the extra payment of 3% bonus dividend, amounting to $288,000, and the increase from 10 to 12% during the year, and covering three quarters out of four, this increase amounting to $48,000 per quarter, or $144,000 during the year—the total increase in dividends amounted to $432,000, or to $1,392,000 in all, as compared with $960,000. The comparative statement for the three years is as follows:

Profit and Loss

	1919	1918	1917
Paper, etc.	$2,510,722	$2,311,799	$1,841,981
Lumber, etc. ..	232,651	148,121	253,627
Investments ...	212,604	133,913	125,050
Net rev.	$2,955,978	$2,593,834	$2,220,660
Less:			
Fixed charges.	$ 236,926	$ 227,296	$ 115,797
Depreciation ..	329,841	271,883	116,670
Timber depl. ..	175,554	....	....
War tax	240,000	240,000	268,181
Pension fund..	150,000	150,000	....
Total ded.	1,132,322	889,179	500,649
Profits	1,823,656	1,704,655	1,720,011
Divs., etc.	1,392,000	960,000	864,000
Surplus	$431,656	$744,655	$856,011

Steady Gain in Profits

Taking the profits record of the company for a number of years past it is seen that since 1908 the percentage of earnings has more than doubled, or from 9.02 to 19 this year, while the actual amount has gone up to seven times that of 1908, the capital stock having been increased from $7,200,000 to $9,600,000. The figures are as follows:

Year.	Net before dividends.	P.C. earned.
1919	$1,823,656	19.00
1918	1,704,655	17.75
1917	1,720,011	17.92
1916	917,822	10.92
1915	787,191	10.93
1914	730,774	10.14
1913	758,085	10.53
1912	753,572	10.45
1911	713,539	19.80
1910	216,305	23.20
1909	283,89)	12.49
1908	251,459	9.02

Big Increase Working Capital

The liquid position of the company also shows a very satisfactory improvement during the year, the working capital increasing from $4,679,668 to $5,355,670. The liquid assets have grown to $7,238,086 from $6,296,140, or nearly $1,000,000, and the current liabilities show a smaller increase over last year than the actual amount of cash that was to be paid out as the bonus dividend just after the close of the company's fiscal year, that is on July 2. Investments are up over $350,000; logs and logging supplies, nearly $700,000, a good condition when the extra demand is taken into consideration, and indicating a favorable winter's cut. Cash on hand is up over $350,000, although the item of call loans, $400,000, of 1918, is absent from this year's tabulation. In the current liabilities accounts payable have shrunk by over $200,000, and bills payable are down from $173,000 to a bare $3,100.

The figures for the two years compare as follows:

Working Capital

Liquid Assets—	1919	1918
Investments	$1,988,052	$1,635,541
Logs and log supplies..	2,533,912	1,855,250
Mill supplies	687,242	737,878
Merchandise	392,123	424,487
Accounts received	1,056,239	1,015,762
Cash	580,518	227,222
Call loans	....	400,000
	$7,238,086	$6,296,140
Current liabilities—		
Accrued bond interest...	36,000	36,000
Dividend due (com.)....	288,000	240,000
Bonus due	288,000	....
Bank loans	....	63,383
Accrued wages	184,171	53,284
Accounts payable	313,067	520,645
Bills payable	3,100	173,500
Unpaid dividends	1,748	1,330
Bus. profits war tax....	768,330	528,330
	$1,882,416	$1,616,472
Bal. working capital...	$5,355,670	$4,679,668

ST. LAWRENCE MILLS

After being idle for the month of August, the last of the company's fiscal year, St. Lawrence Flour Mills are expecting the first supply of the new crop of wheat next week, and after that it is hoped that regular supplies will be received. An excellent statement is looked for this year from the company that will exceed in profits that of last year, the best to date. There have not been many sales of the stock this week, although there was a rise on Wednesday, with a slight drop later in the day.

C.P.R. AND UNION PACIFIC

An Explanation of a 30 Point Price Difference

A reader of the "Wall Street Journal" asks why the 30 point difference between Canadian Pacific and Union Pacific—both 10 per cent. stocks. The Journal doubts whether the difference in prices of these two railroad stocks can be wholly justified by any information we have, but it can be partly explained as follows:

While Canadian Pacific earned on its stock slightly less than Union in 1918, the earnings from steamships were not fully disclosed in the report because the vessels were taken over by the British Government at the outbreak of the war and the returns have not been fully accounted for to the company.

While realizations from Canadian Pacific lands during the war were nearly suspended, the unsold portions of the grant are still extensive and enormously valuable. Sales must be resumed sooner or later and be reflected in revenue. Recognition of this fact doubtless has something to do with the seemingly high price of the stock based on dividends or apparent transportation earnings.

On the other hand, the price of Union stock is certainly depressed by the unhappy outlook for all American railroads, such as increasing costs and wages without corresponding tariff advances, radical proposals for continued Government operation and Bolshevik schemes of confiscation.

BRAZILIAN

The July earnings statement of the Brazilian Traction, Light and Power Company shows gross amounting to 10.070.000 milreis, as compared with 9.465,000 milreis for the same month in 1918, an increase of 605,000 milreis. The operating evxpenses for the month totalled 4,681.000 milreis, which is an increase of 279,000 milreis. Net earnings at 5.389.000 milreis showed an increase of 326,000 milreis. Following are comparative figures for the first seven months of the year:

1919.	Gross	Net	Net Inc.
	Milreis		
January..	8.522.000	4,283.000	587.000
February.	7,972.000	3.864.000	299.000
March ...	9.330.000	5.013.000	1,088.000
April	9,208.000	5.096.000	1,005.000
May	9.562.000	5,217.000	575.000
June	9.369.000	4.877.000	94.000
July	10,070,000	5,389,000	326,000

The aggregate gross earnings from January 1 to the end of July amounted to 64.0333.000 milreis, an increase of 4.875.000 milreis, while the aggregate net earnings for the same period at 33.739,000 milreis showed a gain of 3,974,000 milreis.

TWIN CITY

The Twin City Rapid Transit Company reports gross earnings for the month of July amounting to $950.476, against $816.958 for the same month in 1918, an increase of $133.518. Operating expenses totalled $656,786, an increase of $96,811, and net earnings amounting to $293,690 showed an increase of $36,708.

For the seven months ending with July the gross totalled $6,293,157, an increase over the corresponding seven months in 1918 of $628,826, and nea at $1,809,332 showed an increase of $220,268.

CANADA BREAD

At the annual meeting of Canada Bread Company, President Mark Bredin supplemented his statement in the annual report by further details of the company's operations during the year. He pointed to the difficulties caused by labor unrest and the increasing of men's wages that had been necessary, but believed that all were now happy and contented. He referred to the bread war in Toronto during last spring, and said that for two months the company sold bread at 2½ cents below cost. For the future he took a favorable view. The former directors were re-elected as follows: Mark Bredin, President; F. H. Phippen, K.C., Vice-President; George Weston, H. C. Tomlin, W. J. Boyd, Alfred Johnston, Malcolm Stobie.

UNLISTED SECURITIES

Stocks	Bid	Ask
Alberta Pacific Grain, com..	122	130
Do., pref.	89	95
Belding-Paul, com	40	45
Do., pref.	88	95
Brit. American Ass.	9	12½
Can. Fairbanks, pref.	86½	91
Can. Machinery, com.	20	25
Do., pref.	48	53
Can. Westinghouse	115	125
Canadian Oil, com.	45	50
Do., pref.	95	100
Carter Crume, pref.	65	72
Can. Marconi	3	4
Can. Mortgage	67	72
Cockshutt Plow, pref.	80	88
Dom. Power & Trans., com.	47	55
Dunlop Tire, pref.	95	99
Toronto Carpet	94	..
People's Loan & Sav.	70	80
Home Bank	90	95
Illinois Traction, pref.	75	78
King Edward Hotel, com. .	45	55
Loew's, Toronto, com.	140	145
Wm. Neilson, com.	54	65
Sterling Coay, com.	15	17
Sterling Bank	100	108
Trust & Guarantee	81	86
United Cigars of Can., pref.	1¾	2¼
Western Assurance	11	14
Whalen Pulp & Paper, com	25	30
Volcanic Oil & Gas	80	88
BONDS—		
Amer. Sales Book, 6s	90	94
Algoma Steel Corp., 5s ...	70	75
P. Burns, 1924, 6s	100	105
P. Burns, 1931, 5s	96	99
Can. Machinery, 6s	79	82
Collingwood Ship'g, 6s ...	85	90
Eastern Car, 5s	92	95
Mex. North. Power, 5s ...	13	15
Morrow Screw, 5s	88	92
N.S. Steel Dns., 5s	87	93
Ontario Pulp, 6s	101½	..
Porto Rico, 5s	82	85
Sterling Coal, 6s	72½	76
Stone Limited, 6s	94	98
Toronto Power, 5s	90	98
Tor. & York Radial, 5s	97	99
Toronto Paper, 6s	86	92
West. Can. Power, 5s	54	59

Stock Movements of the Week

Week ending Sept. 4, 1919.

	Ask	Bid	High	Low	Close	Sales	Yield to Aug. 28
Banks—							
Commerce	199½	199	199½	199	199½	84	6.03
Dominion	...	206	205	205	205	2	5.85
Hamilton	188	185½	188	188	188	10	6.38
Imperial	200	...	200	198	198	17	6.00
Merchants	195	...	195	194	194	21	5.64
Molson	...	193½	194	194	194	1	6.21
Montreal	213	...	213	212	212	12	5.63
Nova Scotia	...	...	276	276	276	10	5.79
Royal	214	...	215	212½	213	76	5.60
Standard	...	215½	215¼	215	215½	71	6.01
Union	...	161	161⅞	161	161	23	6.17
Transportation—							
Barcelona	10	9¾	9¾	9½	9¾	210	....
Brazilian	51⅛	51½	52⅜	51	51½	975	....
Can. Steamships, com.	54½	54⅛	54¼	53½	54¼	541	7.40
Do., pref.	84	83½	84	83	83¾	582	8.43
Detroit United	101	100¼	101	101	101	82	8.00
Toronto Rly.	39	38	41	40	41	66	....
Quebec Rly.	18	17¼	17½	17	17¼	347	....
Twin City	47½	44	43	43	43	4	8.00
Telegraph, Light and Power—							
Bell Telephone	120½	118½	119½	118	119½	52	6.72
Consumers' Gas	149½	148½	149¾	148¼	148½	105	6.66
Mackay, com.	78¾	78¼	79	78	78⅜	390	7.67
Do., pref.	66	65¼	65⅜	65	65⅛	144	6.15
Mont. L., H. & Pr....	91¾	91¼	92	91½	91¾	172	5.43
Shawinigan	123½	122⅞	123	121½	123	275	5.73
Industrials—							
Ames-Holden, com. ..	...	50	54	49	50	263	....
Do., pref.	99½	...	105¼	99	99	421	7.00
B.C. Fish, com.......	...	60	61	60	60	110	8.33
Bromp. P. & P., com..	59	58¾	59	58	59	882	8.62
F. N. Burt, com.	...	97	98	97½	98	35	8.24
Do., pref.	...	...	97	97	97	1	7.21
Canada Bread, com. ..	20	21	20	18⅜	20	175	....
Do., pref.	...	...	80	80	80	3	8.75
Canada Cement, com.	70	69¾	70	68½	70	1210	8.82
Do., pref.	...	...	101	100¼	100¼	102	7.00
Canadian Car, com...	...	35½	37	36	37	80	....
Do., pref.	96	94½	96½	96	96½	85	7.29
Can. Cottons, com. ...	90	...	88	88	88	45	6.81
Can. Loco., com......	85¼	83½	85	84	84½	53	7.14
Can. Gen. Elec., com..	108¼	107	110	107	108	125	7.40
City Dairy, com.	...	60	60	60	60	1	....
Do., pref.	...	94	94	94	94	2	7.44
Dom. Bridge	97	95	95	94	95	193	8.42
Dom. Canners, com...	48	46½	48	47½	48	170	....
Dom. Steel Corp.	69¾	69½	69¾	66	69⅝	8241	9.09
Dom. I. & Stl., pref..	...	...	99½	99	99½	45	7.07
Dom. Coal, pref.	...	98	98	98	98	25	7.14
Dom. Textile, com....	118	117¾	118	117	118	90	6.83
Goodwins, Ltd., com. .	25	...	25	25	25	5	....
Lake of Woods M., c.	204	203	202	202	202	35	5.85
Laurentide	215¾	215	215¼	210	215¼	820	5.71
A. Macdonald, com. ..	31	30½	30½	30½	30½	50	....
Maple Leaf Mill., com.	199	196	200	193	198	250	6.66
Mont. Cottons, com...	71	...	71	71	71	100	5.63
Do., pref.	...	...	102½	102½	102½	25	6.79
Mon. Knit., pref......	90	...	90	90	90	11	7.77
Nat. Steel Car, com...	6¾	6½	6½	6½	6½	20	....
N.S. Steel, pref.	...	...	106	106	106	10	7.54
Ogilvie Flour, com...	260	253	255	250	255	28	4.80
Pacific Burt, pref.....	...	80	80	80	80	10	8.86
Riordon P. & P., com.	137	...	137	135	137	120	7.29
Do., pref.	...	...	98½	98½	98½	20	7.07
Wm. A. Rogers, com..	...	60	60	60	60	135	....
Do., pref.	...	85	85	85	85	3	....
Span. River Pulp, com.	43¼	43	43½	41	42½	2725	....
Do., pref.	106	105	109	105	108¾	585	....
Steel Co. of Can., com.	70¼	70	70¼	68¼	70¼	1301	9.23
Do., pref.	99	97	97	97	97	10	7.21
St. Law. Flour, com...	112	111	111½	109½	111½	150	5.60
Tooke Bros., com. ...	43	40½	41	40¼	41	50	....
Tuckett Tob., com....	...	40	40	40	40	5	....
Wabasso Cotton	...	101	101	101	101	10	5.94
Wayagamack, com. ..	56¾	56¼	57	54½	57	800	....
Atlantic Sugar, pref..	109	107	106	106	106	25	....
Do., com.	46	45½	49¾	43½	46	1135	....
Dom. Glass, com.	57	55¾	56	56	56	50	....
Do., pref.	...	92¾	93	92	92½	89	....
Nat. Breweries, com..	170¼	170	175½	167	168¼	2450	....

Rapid and Efficient Delivery

ABILITY to fill rush orders is often the secret of business success.

Speed—service—reliability—are embodied in the Ford Motor Truck.

It brings the distant surburbs—the adjoining rural districts—to your door.

You may often arrange to haul return loads at a profit.

Satisfies your customers and yourself.

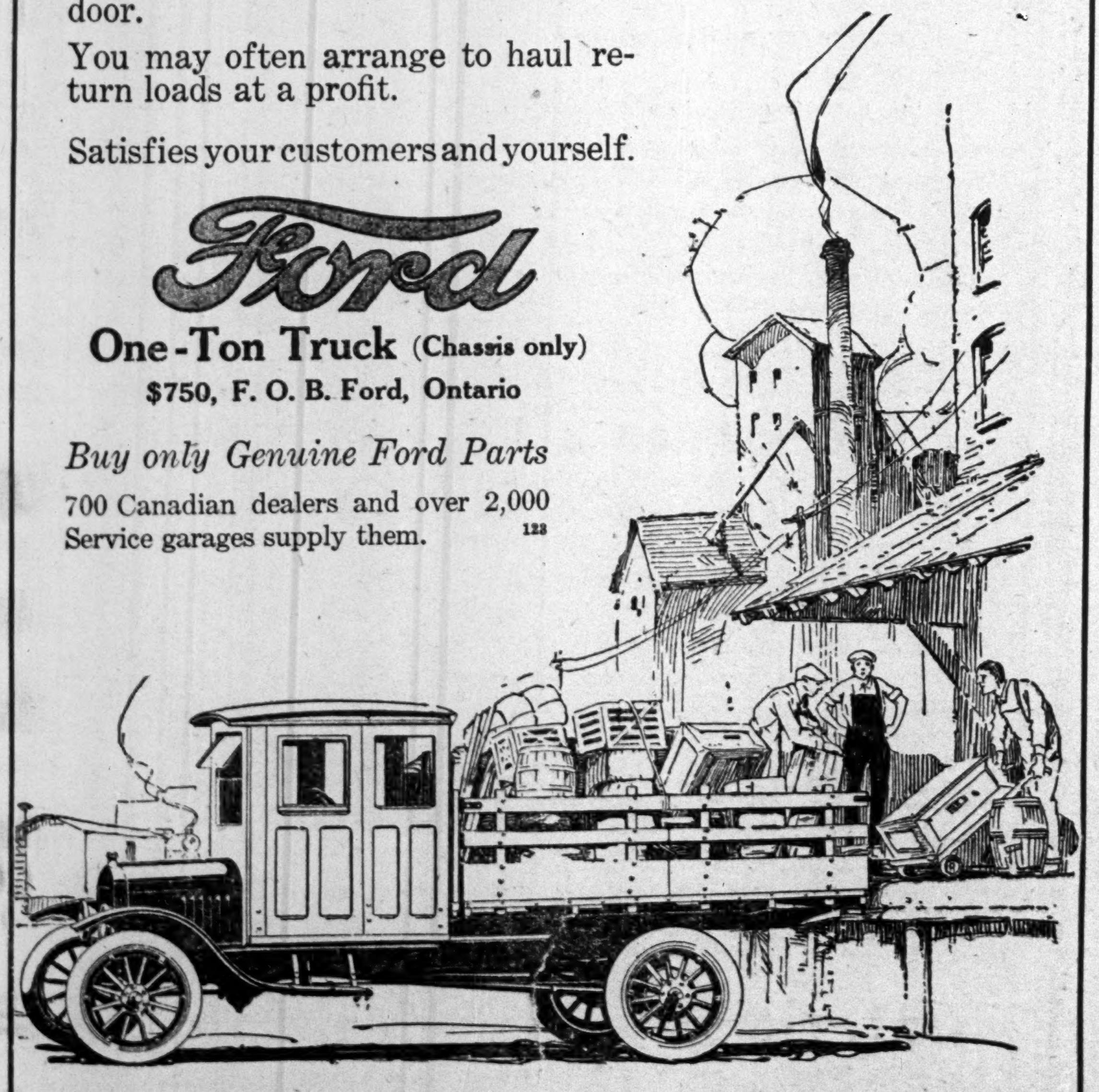
Ford

One-Ton Truck (Chassis only)

$750, F. O. B. Ford, Ontario

Buy only Genuine Ford Parts

700 Canadian dealers and over 2,000 Service garages supply them. 123



Ford Motor Company of Canada, Limited

Ford, Ontario

"He Did His Best:

"But he couldn't keep his accounts in shape, and so...."

Of course, the estate, whose personal executor he was, suffered.

Successful administration of estates is largely a matter of such bookkeeping as this Company, through its staff of expert accountants, gives to property in its care.

Our booklets give additional reasons why trust companies make the best executors. We shall gladly send them on request.

National Trust Company Limited

18-22 King Street East, Toronto

J.R.Ryan. C.B.Grier J.O.Hastings

Ryan, Grier and Hastings

Members Montreal Stock Exchange

Montreal
30 Hospital Street
Main 1493

Toronto
33 Melinda Street
Adelaide 2246-7

Direct Private Wires Between
Montreal, Toronto
New York

Western financial house of highest standing and importance requires co-operation of bond firm with a view of purchasing and selling for joint account Saskatchewan Municipal, School and Telephone Debentures. Box 1, Financial Post.

Lost Certificate

Certificate No. 647 for one share in the Common stock of Abitibi Power & Paper Co., Ltd., standing in the name of T. U. Fairlie, in trust, has been lost. Finder is requested to return same to the office of the Company in Montreal.

7%
And a Bonus

We are offering a Corporation Security which has all the elements of safety of principal, surety of dividends and certain appreciated value of principal investment—through a bonus of common stock.

We will be pleased to supply full particulars on application.

Ferguson & Ormsby
159 Bay Street
TORONTO CANADA

P.A.X.

Some P.A.X. Patrons

John Bertram & Sons,Co., Ltd. ....Dundas, Ont.
Gutta Percha & Rubber Co., Ltd. ....Toronto
Massey-Harris Co., Limited............Toronto
Massey-Harris Co., Limited............Brantford, Ont.
Verity Plow Works....................Brantford
Lake Superior Paper Co., Ltd. ....Sault Ste. Marie
University of Toronto................Toronto
Sheet Metal Products, Ltd. ....Toronto
McIntyre Porcupine Mines.............Schumacher, Ont.
Electro Metals, Ltd. ....Welland
Imperial Oil Co., Ltd. ....Dartmouth, N.S.
Brown's Copper & Brass Co., Ltd. ......New Toronto
Hamilton Hydro-Electric Service......Hamilton
Nerlich & Co. ....Toronto
Mercury Mills, Ltd. ....Hamilton
Brantford School for the Blind........Brantford

WILL SAVE PHONE RENTALS
OPERATORS—TIME—IRRITATION
See it in operation at Exhibition,
Process Bldg., Booth No. 117

Automatic Electric Co.,
ALBERT P. LINTZ,
26 QUEEN EAST MAIN 3014

Dominion Textile Company
Limited

Manufacturers of
COTTON FABRICS

MONTREAL TORONTO WINNIPEG

STERLING TRUSTS CORPORATION

The Shrewd Investor

and more particularly the successful one, invests at least part of his funds in the Guaranteed Trust Certificates of The Sterling Trusts Coporation. They bear interest at the rate of

5½%

and are issued in terms of three to ten years with half-yearly interest coupons attached.

A Legal Investment for Trust Funds.

HEAD OFFICE·12 KING ST. EAST·TORONTO

At 21 Jordan St.
Toronto

OSLER & HAMMOND

Conduct a General
Investment Business

Save Steps, Time and Money
STROMBERG-CARLSON
INTER-COMM-PHONES
REQUIRE NO SWITCHBOARD OR OPERATOR
Send for Bulletin No. 1017
STROMBERG-CARLSON
TELEPHONE MFG. CO.,
10 FRONT ST. TORONTO

We own and recommend
7 per Cent. First Mortgage Serial Bonds of
CLARKE BROTHERS, LIMITED
Head Office: Bear River, Nova Scotia
A Canadian Pulp and Lumber Company in successful operation for forty years.
Price: Par and Accrued Interest, with 20% Bonus in Common Stock.
We shall be pleased to furnish prospectus and further information upon application.

T. S. G. PEPLER & CO.
Bond and Investment Brokers
Royal Bank Building, Toronto Telephone Adelaide 3448

The Wish is Father to the Thought

How often it is said: "If only I had someone I could rely upon to give competent attention to my affairs after I have gone, my mind would then be at rest, and I would be happy and contented in the thought that I would leave my dependents comfortably secure for the future!"

MAY WE SUGGEST THAT

PRUDENTIAL TRUST COMPANY
LIMITED

be appointed alone or jointly with a friend? It is well equipped to administer Estates, whether large or small, and its services are always available.

HEAD OFFICE: PRUDENTIAL TRUST BLDG., MONTREAL

Please Ask Questions

IF you, as a subscriber to THE FINANCIAL POST, desire information on any Canadian security, or other financial matter, you have the privilege of requesting it from the publishers of THE POST. Enquiries are treated confidentially and are answered by mail. Please enclose stamp for reply.

LAKE SUPERIOR PROFITS LOWER FOLLOWING PEACE

The Ending of Munitions Activities Affected Output

A GOOD SHOWING

Compared With Pre-war Year's Earnings Were Still on a Very Satisfactory Basis

In view of the increased costs of production and the ending of the war with the suspension of munitions activities, it is not surprising that the annual statement of the Lake Superior Corporation for the year ending June 30th, which is now in the hands of the shareholders, should show a decline in profits. In fact the showing may be regarded with considerable satisfaction when it is considered that the income from all subsidiaries of the corporation, excluding the Algoma Central and Hudson Bay Railway, at $5,441,574, while below the total of $6,551,495 for the previous year, was still substantially above the $5,323,004 for the period ending in 1917, and nearly $2,000,000 greater than the $3,503,471 reported in 1917. Following is a summary of the income figures for the past two years:

Company—	1918	1919
Algoma Eastern	$ 184,229	$ 206,846
British America Express	6,740	2,336
Fiborn Limestone	35,317	18,966
Cannelton Coal	221,411	107,057
Lake Superior Coal	97,760	67,875
Algoma Construction....	4,143	1,780
Algoma Steel	6,001,891	5,035,032
	$6,551,495	$5,441,574

The balance brought forward from 1918 was $668,292, but this year the balance carried forward by all companies was $1,589,388. The Algoma Steel Corporation, chief of the subsidiaries, with large works at Sault Ste. Marie, had net operations of $5,035,032, compared with $6,001,891 the previous year. The Steel Corporation, however, in addition to paying a dividend of 7 per cent. on preference stock for the year ended June 30, 1915, amounting to $700,000, paid the sum of $350,000 on account of preference dividend for the year ended June 30, 1916. At the same time, it carried forward a balance of $1,433,875, compared with $764,038 the previous year. The Steel Corporation's financial position has been improved, as current assets stand at $13,834,842, compared with $11,147,259 the previous year, while current liabilities are out $2,449,790, compared with $3,059,826 in 1918. Total assets of the Steel Corporation show little change at $55,280,230. Following are comparative figures showing distribution of profits:

Net earnings:	1919	1918	1917
All companies..	$5,441,574	$6,551,495	$5,323,004
Forward	668,293	x423,938	x340,087
Adjust. dep....	218,694	....	....
	$6,328,561	$6,975,433	$5,663,091
Bond interest..	1,235,710	1,316,042	1,419,071
Losses	....	....	145,036
Dividends	1,054,000	705,000	....
Reserves	625,000	2,508,913	1,243,155
Gen. deprec. ..	1,500,000	1,500,000	1,500,000
Sinking fund..	324,463	278,186	586,485
Carried forward	1,589,388	668,292	*1,769,344
	$6,328,561	$6,975,433	$5,663,091

xLess depreciation Algoma Eastern Ry.
*Subject to deduction for income tax.

Algoma Steel

Figures of production for the Algoma Steel Corporation compared as follows:

	1917-18	1918-19
Coal imported	995,064	880,591
Ore imported	761,082	700,510
Limestone produced	321,485	296,812
Coke	379,040	406,398
Pig iron	314,188	336,657
Steel ingots	499,712	414,932
Finished steel	329,438	322,011

Referring to the conditions which have prevailed during the year, the following paragraphs are taken from the report of Wilfred H. Cunningham, the president:

> The change from war to peace conditions naturally resulted in a stoppage of the manufacture of shell steel and steel for munitions purposes generally. Towards the end of the year the mills resumed the rolling of normal products in the shape of steel rails, rail fastenings, merchant bars, shapes, etc. Up to the time of making this report business has not been plentiful and for the last few months the mills have been operating at about half capacity.

Cannelton Coal and Coke

For the year ended June 30, 1919, production was 580,737 net tons compared with 760,086 net tons for the previous year. The decrease in output was caused by the dull coal market during last winter and restrictions on shipments by Government zoning regulations. Since opening of navigation operations have been regular except at times when labor shortage reduced production. The prospects for business, during the coming winter, at good prices, are favorable, as already contracts are being entered into for delivery after the close of navigation.

Lake Superior Coal

For the year ended June 30, 1919, production was 224,375 net tons compared with 255,494 net tons for the previous year. With the exception that there was a better winter market, the conditions outlined in the case of the Cannelton Coal and Coke Company generally prevailed. No difficulty should be experienced in disposing of the product of Lake Superior mines at good prices.

Algoma Central Railway

The first six months of the fiscal year showed a satisfactory gain in gross and net earnings but since the armistice of November last the earnings have not compared favorably with the corresponding period of the previous year. The net earnings for the year, after depreciation, are $263,293.90 as compared with the sum of $439,219.18 for the previous year. Prior to the armistice a large portion of the company's freight traffic consisted of munitions and raw materials for war supplies. The re-establishment, which is now proceeding, of the local industries upon a peace basis is expected in due course to compensate for the loss of this munition business.

CYANAMID PROFIT CUT BY EXPENSES

Volume of Business at New High Record, But Earnings Were Lower

The effect of the higher operating costs in relation to profits for shareholders in big industries is indicated in the annual statement of the American Cyanide Company for the year ending June 30th, when sales income at a new high record of $6,205,385, compared with $6,194,668 in the previous report, (and only $2,705,053 for the year ending in 1917), were so reduced by expenses that the net income was about $550,000 lower. The "cost of sales" increased from $3,548,283 to $4,158,704, and "selling and general expenses" rose from $301,148 to $473,640, leaving profit on sales of $1,573,041, compared with $2,345,235, while net profits of $1,621,479 stood against $2,435,360. The net was further reduced to $1,048,751, compared with $1,601,410. Comparative figures for the two years are given in the following summary:

	1919	1918
Total sales	$6,205,385	$6,194,668
Cost of sales	4,158,704	3,548,283
Gross profit	2,046,681	2,646,384
Expenses	473,640	301,148
Net profit on sales.....	$1,573,041	$2,345,235
Other profits	225,088	162,372
	$1,798,129	$2,507,608
Interest, etc.	176,650	72,247
Net profit	$1,621,479	$2,435,360
Reserve	175,000	570,000
Loss on subsidiary....	163,752	29,974
Licenses, etc.	233,975	233,975
Net income	$1,048,751	$1,601,410

"Active trade relations," Frank S. Washburn, the president, explains in his report to shareholders. "were suspended in the summer of 1917, and until December, 1918, because of the Government contracts in hand during that period, but your company has in hand as of 30 of June, 1919, contracts for delivery prior to the 30th of June, 1920, of various products estimated to have a sales value of $2,559,185."

Alluding to the operations for the year 1918-19, Mr. Washburn says that the cyanamid plant at Niagara Falls was worked at full capacity for the entire twelve months and a new record was attained from the standpoint of material produced. Improvements now being installed at this plant will give still larger production and a greater manufacturing efficiency.

MAPLE LEAF AT 200

Confidence in Future Situation Indicated in Big Advance

The common stock of the Maple Leaf Milling Company reached the two hundred mark in the trading of Monday of this week, a clear jump of 20 points from close of last week, the previous high for the stock. There seems to be no cause to justify this surprising advance, save in the renewed confidence in a continuance of export business for the coming year. There has been some uncertainty as to what the coming season had in store for the mills, which was reflected in the comparatively light trading of the past few weeks. Now, with orders assured, the public evidently feels that there is no further need for uncertainty, and that business will show the same satisfactory profits as in past years. There was no movement in the preferred.

STEEL OF CANADA

Steel of Canada, common, is selling better in the first few days of September than any mark made in the month of August, but the volume of trading continues to be very small. Although an advance of wages was announced a few days ago in the plant at Hamilton, fresh demands are being made by the steam and operating engineers of the plant. The demands range from increases of 16 to 22 cents per hour. A conference is reported as having been arranged with the management.

DULUTH-SUPERIOR

The July statement of earnings of the Duluth-Superior Traction Company shows gross amounting to $169,468, as compared with $142,904 for the same month in 1918, an increase of $26,564. Operating expenses at $131,011 left net earnings amounting to $38,456, a decrease of $497.

For the seven months ending with July the gross totalled $1,103,233, an increase of $113,666, while net for the seven months at $219,210 was lower by $41,103.

SPANISH RIVER DEMONSTRATES ABILITY TO EARN

A Good Year Indicated in Statement to June 30th

A NEW NOTE ISSUE

$3,500,000 to be Used to Buy New Equipment and Clean Up Position on Bond Liability

Considerable progress towards putting the Spanish River Pulp and Paper Mills project upon a satisfactory working basis was made under the favorable conditions which prevailed in the paper industry during the year ending June 30, as indicated by the annual report which is now in the hands of the shareholders. Geo. H. Mead, the president, refers to the completion of construction work and the proper balancing of the plants as referred to in the previous report as factors in giving the company its first annual opportunity to demonstrate its earning ability. The improvement shown and progress indicated does not, however, in the opinion of the board, yet represent an adequate return upon the very valuable resources of the company or the large amount of capital invested.

The total net revenue amounted to $2,757,964, compared with $1,729,231 in the previous year, and $2,117,734 for the period ending in 1917. Reserve for depreciation took $501,068, interest on funded debts $799,975, and $160,000 was appropriated for contingencies and taxes, leaving a balance of $1,296,921, which, added to $1,071,301 brought forward, makes a total balance of consolidated profit and loss accounts of $2,368,322.

There being no sinking fund requirements during the year and no dividend payments being made on the capital stock, the company was able to materially reduce its bank indebtedness and, therefore, improve its cash position. The balance sheet and profit and loss accounts are summarized in the following comparative table:

Assets	1919	1918
Property account	$24,133,558	$23,827,059
Current assets	7,331,117	7,878,165
Sec. for sinking fund..	84,461	....
Insur. premiums	53,968	....
Total assets	$31,603,104	$31,708,701
Liabilities		
Capital stock	$13,699,100	$13,699,100
First mortgage bonds..	8,726,113	8,726,113
Second mortgage bonds	1,606,000	1,606,000
Def. int. on bonds.....	1,463,072	1,411,084
Current liab.	1,537,233	3,673,755
Dep. and cont. reserve	2,093,362	1,329,347
Mortgages	110,000	192,000
Profit and Loss		
Prev. balance	$ 1,071,301	$ 993,725
Net profits	1,296,921	577,575
Written off	....	500,000
Balance	2,368,222	1,071,301

New Issue of $3,500,000

It is announced in the report by President Mead that the shareholders at the time of the annual meeting will be asked to approve of an issue of $3,500,000 new 6 per cent serial mortgage lien ten-year notes. Out of these new funds the deferred interest on bonds and notes due in 1922 will be met and the second mortgage debentures due in 1924 redeemed. In addition, two additional paper machines will be installed at Espanola with a capacity of 100 tons per day, these being necessitated by the increasing demands of regular customers of the company.

With the addition of the plant financed and the obligations referred to disposed of, the directors feel that they will be in a position to consider the payment of dividends upon the preferred stock and they will in the near future submit a plan for funding the accumulated arrears.

DOMINION STEEL

Iron is coming back. There is something hard to explain in the course of stocks. The plant is largely shut down now for repairs, and the price of common shows real strength, enough to lift it two points past the best of last week. The directors of the Dominion Steel Corporation met in Montreal a few days ago, but beyond declaring the usual quarterly dividend of 1½ per cent. on Iron common and 1¾ per cent. on Iron and Steel preferred, no official statement was forthcoming as to the nature of the business transacted at the meeting. It was learned, however, that the members of the Board were presented with a detailed statement of the export domestic outlook in the steel industry by President Workman, while the prospects of the coal export situation and its relation to labor was also discussed at the meeting.

ALGOMA STEEL CORPORATION

There seems to have been more labor trouble developing at the plant of the Algoma Steel Corporation, but the parts of the mill that are best engaged at present do not appear to be disturbed. According to an item in the press there is an almost complete shut down in the blooming mill, rail mill and open hearth. Just how long other parts of the mill can run under these conditions is hard to state. It is understood that the bar mill of the Algoma mill is well booked, capacity being assured for some weeks to come.

Milton Hersey Company
Limited
Industrial Chemists, Consulting Engineers and Inspectors
Testing and Inspection of all Materials
Mining Engineering and Mine Management
Specialists in Paving Engineering and Testing of all Building Materials
MONTREAL WINNIPEG

ESTABLISHED 1849
BRADSTREET'S
Offices Throughout the Civilized World
We Present a Record—Not a Prospectus.
Reputation gained by years of vigorous, conscientious and successful work.
Thomas C. Irving
General Manager Western Canada
TORONTO

To Yield Over 6%

These bonds are well secured and present an opportunity for permanent investment.

We shall be pleased to forward full particulars.

F. H. DEACON & CO.
Members Toronto Stock Exchange
INVESTMENTS
97 BAY STREET, TORONTO

PULP and PAPER SECURITIES

Do you Know?

THAT Pulp and Paper is the largest manufacturing industry in Canada.

THAT Canada is the second largest pulp and paper producing country in the world.

THAT Canada exported pulp and paper products last year valued at over $99,000,000.

This industry is growing rapidly. Why not share in this typical Canadian industry while it is yet in its infancy.

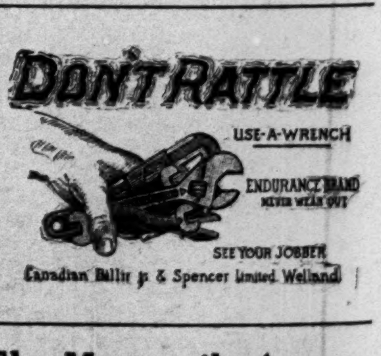
Write us for information.

JOHN STARK & Co
ESTABLISHED 1870 Toronto Stock Exchange
ROYAL BANK BUILDING · · · TORONTO

MINES — TIMBER

This Company maintains a special department for the investigation of development propositions in Western Canada, and only those of sterling merit are commended to the consideration of our clients.

LOUGHEED & TAYLOR, Limited
Government, Provincial, Municipal and School Bonds
Galgary, Canada



The Mercantile Agency
R. G. DUN & CO.
Consult us before extending credit or if customers are delinquent.
Canadian Offices:
Halifax, St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, London, Winnipeg, Regina, Moose Jaw, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver, Victoria.
Address enquiries to
R. G. DUN & CO.
Dominion Bank Bldg. - Toronto, Can.

There May Be Unexpected Value In Your Unlisted Securities

Let us place a valuation on your holdings and advise you as to to their future possibilities.

We are specialists in unlisteds and our service and monthly letters are yours for the asking.

T. A. Richardson
and Company
INVESTMENT BANKERS
Royal Bank Bldg., Toronto

Robert Cassels G. H. Brown

Cassels, Browne & Co.
Members Toronto Stock Exchange

318 Dominion Bank Building
TORONTO

Direct Private Wire to New York, Chicago and Washington

THE UNION BANK OF AUSTRALIA, LTD.
Established 1837. Incorporated 1880
CAPITAL—
AUTHORIZED AND ISSUED. £7,500,000
Paid-up Capital £2,500,000
Res. Fd. £2,570,000 Together £5,070,000
Res. Liab. of Proprietors. . £5,000,000
Total Capital and Reserve £10,070,000

Head Office: 71 Cornhill, London, E.C. 3
The Bank Has 181 Branches, viz:

In Victoria	41
In New South Wales	39
In Queensland	19
In South Australia	14
In Western Australia	21
In Tasmania	3
And in NEW ZEALAND	44

Drafts upon these Branches are issued by the Head Office and may be obtained from the Bank's Agents throughout the world. Commercial and Circular Travelling Credits issued—available throughout the world. Cable Transfers are also made. Bills on the Australian States and Dominion of New Zealand are purchased or sent for collection.

Canada Permanent Mortgage Corporation

QUARTERLY DIVIDEND

Notice is hereby given that a Dividend of TWO and ONE-HALF PER CENT. for the current quarter, being at the rate of

TEN PER CENT. PER ANNUM

on the paid-up Capital Stock of the Corporation, has been declared, and that the same will be payable

WEDNESDAY, THE FIRST DAY OF OCTOBER

next, to Shareholders of record at the close of business on the Fifteenth day of September.

By order of the Board.
GEO. H. SMITH,
Assistant General Manager.
Toronto, Aug. 27, 1919.

An extensive campaign of house building is planned in the Pittsburgh district by large corporations to aid in holding skilled and unskilled labor.

COBALT STRIKERS MAY START WORK IN A DAY OR TWO

Base Wage Increased and Sentiment Favors Return to Work

MINES ARE FLOODED

Two Weeks to Get Workings in Condition to Take Out Ore—17 Mines and 3,000 Men Idle

There is every prospect of an immediate settlement of the strike in Cobalt, where the silver miners have been out since July 23. The mine managers met the men's committee on Wednesday, and offered them certain concessions as a basis of settlement. On Thursday the miners discussed the proffered terms, and decided to take a vote on Friday on the question of accepting the offer and returning to work. A dispatch received by Hamilton B. Wills, over his private wire, Thursday, said:

> "Mine managers told men yesterday they would raise the base wage to $4, the bonus to start from 80 cents per ounce for silver instead of 60 cents, thus insuring them the minimum wage of $4 should silver ever sell below 80 cents per ounce. They would also, if the men wished, after resuming work and expressed through their new committee recognize collective bargaining of such committee.
>
> "The meeting was over at six p.m. and the men promised to consider and let the managers know in half an hour. At 7 o'clock they telephoned mine managers and said it would be put up to the workers; this likely means another ballot will be taken as quickly as possible. Sentiment among the mines appears to favor a return to work."

Even should the miners return to work at the beginning of next week, it will be at least a fortnight before ore can be brought to the surface. During the six weeks the strike has been in progress, the pumps have been idle, and all the properties are flooded. Nipissing, which has the largest workings will take the longest to get started. No damage was done to any of the machinery by the miners, who acted very orderly throughout the entire strike.

The Manager's Offer

The strike broke out on July 23 owing to the refusal of the mine managers to recognize Miners' Union, which is affiliated with the Western Federation of Labor, an organization that came into discredit, because of its actions during the Montana strikes a few years ago. In the offer made to the men the mine managers do not recognize the Union, but they offer an alternative scheme as follows:

> "The employees at each mine will elect an Employees' Committee from employees at that mine to discuss with their managements questions concerning that individual mine. These several Employees' Committees will elect from their numbers a Central Council, which the companies will recognize as representing the employees of the district. A committee of managers will meet the Council and deal with all general questions affecting the camp as a whole, such as wages, hours and general working conditions."

Progress towards a settlement has been impeded all along by the refusal of both sides to the controversy to deal with the other. The business men of Cobalt endeavored to effect a compromise, but without success and it was not until two weeks ago that a conference was arranged.

No ore has been shipped out of Cobalt for six weks, and in view of the rising price of silver, mine owners have been anxious to get the strike settled. The McKinley-Darragh managed to ship one car-load, but it was done without the knowledge of the miners, who stopped any efforts to get ore out. It is expected that production will be increased for a short time when the mines get under way again as several of them have large quantities of ore awaiting shipment.

Seventeen properties were idle during the strike, and 3,000 miners placed themselves out of work for six weeks.

MERCURY IN B.C.

Production, Now Dormant, May be Resumed

Mercury production, which has been dormant in Canada since 1896, may be resumed in British Columbia. A report issued by the British Columbia Department of Mines points out the commercial possibilities of the cinnabar deposits of that province, and states that the failure of attempts to produce mercury in 1895-96 was due to lack of economy in the operation of the furnaces rather than to the grade or character of the ore.

The principal deposits are in the Copper Creek Valley in the Kamloops Lake district. Other deposits are at Tunkwa Lake at the mouth of the Three Mile Creek and also in the valley of the Criss Creek. Though no attempt has been made to analyze the veins, it is thought that the high grade ore could produce about 2.9 per cent. mercury and inferior ore about 1 or 2 per cent. This compares with Italian deposits of 1 per cent., Austrian deposits of 0.85 per cent., and Californian deposits of 0.4 per cent.

FINDING OIL IS SLOW WORK, SAYS OFFICIAL

Only One Active Oil Field in West—Gas Wells Are Capped

That the development of the Alberta oil fields will necessarily be a slow process, owing to the tremendous area to be prospected, and the short season in Alberta, Western Canada, for this work, is pointed out by Charles E. Taylor, Western production manager for the Imperial Oil Company. Mr. Taylor said that to date between $5,000,000 and $6,000,000 has been spent in the West in actual exploration for oil. "This must not be confused with the oil boom of a few years ago. This amount represents money actually spent by the Dominion Government and others," said Mr. Taylor.

At present the only active oil field in the West is a small one south-west of Calgary, producing about 100 barrels a day. There are other small areas, but so far they are not commercial successes. Two magnificent gas fields have been developed, one at Bow Island, which supplies Calgary and some of the Southern cities with natural gas, and one at Viking, 80 miles south-east of Edmonton, where nine holes have been drilled, having a total production of about 40,000,000 feet. These wells are "capped" at present awaiting the construction of a pipe line to Edmonton. Wells have been drilled in the Peace River district, but these also are "capped," as production is not sufficient to warrant further development until transportation is improved.

In the meantime the Imperial Oil Co. has geologists at work at Cardston on the Mackenzie River, and on the plans north-east of Edmonton. Their work is slow, said Mr. Taylor, but is bound to meet with good results.

NIPISSING

Nipissing Mines directors, at a meeting in Toronto, reaffirmed their decision not to recognize the Western Federation of Miners, as demanded by the striking mine workers at Cobalt. Feeling against outside interference with the strike was strong, particularly so in view of the record of the federation as it is pictured by the mine managers. A member of the board expressed the opinion that a local union, comprised of Cobalt miners, was not objectionable. The directors declared the usual quarterly dividend of 5 per cent., though there has been no production for the past five weeks owing to the strike. Financial statement of the operating company as of August 23 showed cash in bank, Canadian and United States war bonds, value of ore on hand and in process, and bullion ready for shipment, $3,863,386.50.

MINING CORPORATION

Reports that the Mining Corporation of Canada has purchased the Foster Mine are not correct, according to a Cobalt report to the "Globe," and probably gain their origin from the fact that the Mining Corporation has taken over the lease which has been held during the past year by Messrs. Campbell and Fairbairn, and which is understood to be good for another four years. The lease which has been acquired specifies that the Foster Mining Company shall receive ten per cent. of the "net" profits realized as a result of the operation of the mine. In addition to the foregoing official information, current unofficial rumors lead to the belief that the Mining Corporation is also negotiating for the control of the Bailey-Cobalt Mines, a property on which a considerable quantity of high-grade silver ore is stated to be in sight, but which has been held in idleness due to litigation.

CONSOLIDATED SMELTERS

Ore receipts from the Trail smelter for the week ending August 21 amounted to 5,492 tons, of which 2,070 tons came from the Sullivan. From October 1, 1918, to August 21 the receipts totalled 290,869 tons.

MINING STOCK QUOTATIONS

Week ending Sept. 3.

	High	Low.	Close.	Sales.
Adanac	12½	10½	12¼	48,500
Apex	3½	..	..	1,000
Atlas	25	24½	25	2,400
Bailey	5	3½	5	9,500
Beaver	42	38	41½	7,600
Cham.-Ferland	9	8½	9	2,000
Coniagas	2.60	2.55	2.55	7,100
Crown Reserve	38	33	38	2,000
Cons. Smelters	30	24½	29¾	710
Dome Exten.	33½	32	33½	5,800
Dome Lake	18	17¼	17¼	7,100
Dome Mines	14.50	14.30	14.50	500
Foster	4	4	4	2,500
Gt. Northern	3⅝	3½	3¾	9,000
Hollinger	7.00	6.95	6.95	1,797
Keora	20	19	19	18,000
Kirkland	44	42	42	3,200
McKinley	67½	65	67½	5,500
McIntyre	1.87	1.84	1.86	4,950
Moneta	11½	11½	11½	1,000
Nipissing	11.00	10.75	10.75	108
Ophir	4	3⅝	4	3,000
Pete. Lake	11½	11	11½	1,800
Porc. Imperial	1¾	1¾	1¾	5,000
Porc. Crown	35	33½	33¾	28,200
Porc. Tisdale	3⅝	..	..	67,000
Preston E. D.	3⅝	..	..	1,000
Schumacher	24½	..	..	5,000
Teck-Hughes	24	21½	23½	11,000
Timiskaming	40	37½	39½	14,900
Thom.-Krist.	8¾	7¼	8¾	7,500
Trethewey	35	31½	35	17,500
V. N. T.	24	22½	24	12,600
West Dome	12	11	12	28,500
Wasapika	33	..	..	2,740
Gifford	2	1¾	2	14,000
Lake Shore	105	103	105	2,900
Davidson	68½	66	68½	3,200
Mining Corp.	1.80	1.75	1.75	300

SILVER HIGH AND MAY GO HIGHER

Law of Supply and Demand is at Work to Advance Prices

NEW YORK.—In reviewing the investment situation, Knauth, Nachod & Kuhne, in regard to the position of silver, say that the consumption of this metal during the last 20 years has been far in excess of its production, and while this is sufficient in itself to justify the present increase in the price, when coupled with the constant decrease in production during the last few years, it is not unreasonable to expect a still further increase in price, based upon the law of supply and demand.

In the opinion of those able to judge of the future of silver, there is no prospect of any great increase in its production. In fact, the peak of the world's production appears to have been reached in 1911, and amounted to approximately 225,000,000 ounces; of which the United States produced in excess of 79,000,000 ounces. Mexico came next, and Canada and other British provinces were third in the scale of production.

The production credited to Mexico was not a true indication of what was produced from its mines, as a large portion of the silver exported from Mexico in the form of bullion consisted of Mexican pesos which had been melted down and shipped out of the country, in order to realize the profit on the actual value of silver contents.

The world's production during 1918 amounted to approximately 160,000 ounces, and production in 1919 will probably not exceed 175,000,000 ounces. The world's production for the last 20 years has approximated 155,000,000 ounces yearly.

Demand for Silver in Oriental Countries

Since 1914, or during the period of the European war, the demand for silver throughout the world greatly increased, especially from the Oriental countries, and in order to partially supply the over-increasing demand from India and China, it has been necessary greatly to reduce the stocks of silver usually carried in European countries, and in addition to this the United States Government found it necessary to make an arrangement with England whereby the United States took from its own treasury between 300,000,000 and 400,000,000 ounces of silver in the form of silver dollars, nearly all of which was transported to the Orient. This amount of silver was practically equal to adding two year's world production to the 1918 supply, all of which was absorbed without the least effort at the prevailing prices.

In commenting upon the demand for silver in India, the minister of the British exchequer stated that unless the "insane demand" for specie payment in the form of silver coins can be changed, it will probably be impossible to procure sufficient silver at any price to maintain a normal rate of exchange on the pound sterling.

Two-thirds Silver Produced is a By-Product

While the United States is the greatest producer of the white metal, it is well known that about two-thirds of the total supply is produced as a by-product from copper, lead, zinc and gold mines, and that only from 15,000,000 to 25,000,000 ounces are procured from mines where the silver values predominate. Any reduction, therefore, in the production of copper, lead and zinc due to price or otherwise, greatly decrease the output of the white metal. The restrictions in the production of copper in this country during the latter part of 1918 and the first quarter of 1919, if carried out throughout the year, will result in reducing the output of silver in the United States for 1919 to the extent of approximately 25,000,000 ounces.

It is not believed by those best informed on the silver situation that any great increase in the output of the metal can be expected, as many of the greater silver mines formerly existing in this country have been worked out and no new discoveries of importance have been made during the last 20 years. It is therefore apparent that the only hope of maintaining the present output of the metal lies in a more extensive development of the known silver producing areas of the republic of Mexico.

McKINLEY-DARRAGH

The McKinley-Darragh has declared its regular quarterly dividend of three per cent., payable October 1. The disbursement will amount to $67,428, and will be the fourth dividend paid this year. The McKinley-Darragh went on a dividend-paying basis in 1907, during which year a two per cent. disbursement was made. Up to the end of 1918 a total of 241 per cent., or $5,349,595, had been paid. Added to this is the 1919 disbursement, amounting to 12 per cent., or $268,712, including that declared for October 1, thus making a grand total of 253 per cent., or $5,613,307.

Dominion of Canada
5½%
Victory Bonds

CANADA War Bonds are one of the world's best investments. The interest is high, while the security is absolute.

We have facilities that will interest every prospective purchaser of Victory Bonds.

A person with $100 for investment may be more in need of sound advice than the $100,000 investor. We welcome both.

THE
NATIONAL CITY COMPANY,
Limited
10 King Street East, TORONTO, Tel. Main 623
74 Notre Dame Street West, MONTREAL, Tel. Main 8400
Bonds for Investment 16

A SAVING OF
36%
ON YOUR CABLE BILL
WILL ADD TO YOUR PROFITS

Mark your messages to the United Kingdom "VIA MARCONI" and file at any Telegraph office or

The Marconi Wireless Telegraph of Canada Limited
173 WILLIAM STREET, MONTREAL MAIN 8144

Service for Corporations

Officials of Public Companies should be relieved of all possible detail and responsibility. The Union Trust Company is authorized and organized to be of assistance in several particulars:

1. Secretary, financial agent or book-keeper.
2. Trustee for bond or debenture issues.
3. Transfer agent and registrar of shares.

The Trust Company's appointment in any or all of these capacities will increase public confidence in any corporation and place the technical duties involved on the shoulders of specialists. Your enquiries will be appreciated.

Union Trust Company
LIMITED
Henry F. Gooderham, President
Head Office: Corner Bay and Richmond Streets, Toronto
Winnipeg London, (Eng.) 152

100% Production may be obtained by you at intervals, but our systems maintain *maximum* production.

THORNE, MULHOLLAND, HOWSON & McPHERSON
BANK OF HAMILTON BLDG. *Industrial Advisors* TORONTO, ONT.

United Financial Corporation
Limited
BOARD OF DIRECTORS
SIR CHARLES GORDON, G.B.E., President
President Dom. Textile Co., Limited—Vice-President Bank of Montreal
D. C. MACAROW, Vice-President
General Manager Merchants Bank of Canada
CHAS. F. BATCHELDER
Vice-President
MAJOR H. B. MacDOUGALL, Vice-President
of Messrs. C. Meredith & Co.

W. A. BLACK
Director Molson's Bank
Vice-President Ogilvie Flour Mills Co., Ltd.
A. BRETON
Vice-President Guaranty Trust Co. of New York
A. J. BROWN, K.C.
Vice-President Montreal Trust Co.
Director Royal Bank of Canada
GEO. CHAHOON, Jr.
President Laurentide Co., Ltd.
A. E. HOLT
Manager Royal Trust Company
C. R. HOSMER
Director Can. Pacific Ry., Bank of Montreal, etc.
W. M. McMASTER
President Canadian Explosives, Limited
Director Bank of Montreal, etc.
CHARLES MEREDITH
of Messrs C. Meredith & Co.
HAROLD STANLEY
Vice-President Guaranty Trust Co. of New York
E. W. STETSON
Vice-President Guaranty Trust Co. of New York
J. R. SWAN
Vice-President Guaranty Trust Co. of New York

We purchase entire issues of Bonds, and deal in Government, Municipal, Railway and other Investment Securities.

Head Office : 112 ST. JAMES STREET, MONTREAL

JOHN M. MACKIE
General Manager
A. P. B. WILLIAMS
Secretary-Treasurer
Branch Offices : TORONTO, WINNIPEG, LONDON, Eng. 5

GEO. O. MERSON & COMPANY
CHARTERED ACCOUNTANTS
AUDITING AND ACCOUNTING FOR MUNICIPAL CORPORATIONS
LUMSDEN BUILDING
TORONTO

WANTED
To Purchase

Montreal City & District Savings Bank
Stock
Consolidated Felt
Preferred and Common
Dominion Power & Transmission
Preferred and Common
Brandram-Henderson
Common
Southern Canada Power
Preferred and Common

We are specialists in
UNLISTED STOCKS
and all our transactions are made only on a
COMMISSION BASIS.

BALFOUR, WHITE & COMPANY
INVESTMENT SECURITIES
136 ST. JAMES ST., MONTREAL
TELEPHONE MAIN 1516-1517

CHARLES S. COBB, *ARCHITECT*
Seventy-one Bay Street, Toronto, Ont.
Recent Clients:
City of Toronto MacLean Pub. Co., Ltd.
Imperial Bank Sir W. J Gage
Fairweathers, Ltd. C. S. Blackwell, Esq.

THE STANDARD BANK OF CANADA · ESTD · 1873

THRIFT Stamps.—We strongly recommend the purchase of Thrift Stamps and War Savings Certificates. In this way you not only are aiding your country's finances, but are forming the Savings habit.

The Stamps may be purchased at any branch of— 29C

THE
STANDARD BANK
OF CANADA
MAIN OFFICE
15 KING STREET WEST
15 BRANCHES IN TORONTO

Jim is Overrated--
He couldn't find
the Profit-killing leak

"Yes, Jim," stated a friend, "has been lucky. He made money during the war, but before that he was losing and he didn't seem able to put his finger in the leak. He didn't know there was a leak until his business ship was nearly scuttled."

You business men must watch your business constantly. Your cost sheets are the pulse and the tongue of your enterprise which first signal danger—a state of illness.

It is worth your while to study, that your cost sheets may be put in the best form—that they may convey the fullest possible meaning to you.

Some of these books will help:

Principles of Factory Cost Keeping, by E. P. Moxey, price, $1.00.
Principles of Depreciation, by Earl A. Saliers, price, $3.00.
Unified Accounting Methods for Industrials, by Clinton E. Woods, price, $5.00.
Cost Accounting, by Major J. Lee Nicholson, C.P.A., price, $6.00.
Business Finance, by William H. Lough, price, $4.00.

Write for our folder, "Books for Better Business." You will find it of value.

McAinsh & Co., Limited
4-12 College Street, Toronto
The book house for business builders

MONEY BANKING AND EXCHANGE

AUGUST CLEARINGS ARE WELL AHEAD OF LAST YEAR

Only One City Reports a Decline For the Month

GAIN FOR WEEK IS 16.7%

Three Cities Out of Twenty-five Report Lower Returns For Week—East Gains 13.7%—West 26.7%

Returns of bank clearings for the week ending September 4 show a total of $260,544,390 as compared with $223,204,037 for the corresponding period in 1918. The increase is $37,340,353 or 16.7 per cent. In the East the gain is $23,717,879, with Sherbrooke the only city to report lower returns. Montreal with a total of $93,706,196 shows a gain of 13.4 per cent., and Toronto a gain of 11.2 per cent. Windsor reports the largest percentage gain with a total for the week of $1,798,537, an increase of 78 per cent.

Western cities show an increase of $13,622,474. All cities report higher returns with the exception of Regina and Lethbridge. Winnipeg shows a gain of 38.6 per cent., while Brandon with a gain of 51.3 per cent. shows the largest percentage gain. Following are comparative figures:

WEEKLY BANK CLEARINGS
(In comparison with same week last year.)

Eastern Cities.

	Sept. 4, 1919	Change	%
Montreal	$ 93,706,196+	$ 11,136,966	13.4
Toronto	69,958,526+	7,064,134	11.2
Ottawa	7,821,339+	1,379,909	21.4
Hamilton	5,231,615+	915,047	21.2
Quebec	5,284,523+	1,004,447	23.4
Halifax	4,107,178+	570,801	16.1
St. John	2,617,409+	416,445	18.9
London	2,940,986+	106,527	3.9
Brantford	941,704+	215,506	29.6
Peterboro	669,386+	145,015	27.6
Sherbrooke ...	870,523—	25,221	2.8
Windsor	1,798,537+	788,303	78.0
Total, East. ..	$ 195,947,933+	$ 23,717,879	13.7

Western Cities

	Sept. 4, 1919	Change	%
Winnipeg	$ 33,273,803+	$ 9,273,522	38.6
Vancouver	11,924,964+	445,466	3.8
Calgary	6,265,633+	1,192,511	23.5
Edmonton	4,291,785+	1,277,516	42.4
Regina	2,290,523—	108,067	4.6
Saskatoon	1,770,228+	512,705	41.0
Moose Jaw ...	1,433,138+	440,231	44.3
Ft. William .	785,061+	236,307	43.1
Brandon	655,673+	222,482	51.3
Lethbridge ...	725,732—	25,604	3.4
N. Westminster	576,832+	70,937	14.0
Medicine Hat .	355,010+	50,484	16.6
Prince Albert .	248,075+	33,984	15.8
Total, West. ..	$ 64,596,457+	$ 13,622,474	26.7
Grand Total .	$ 260,544,390+	$ 37,340,353	16.7
Yr. to date..	$9,609,722,133+	$1,292,646,102	15.5

Bank clearings for the month of August totaled $1,295,378,944 against $1,071,744,866 for the same month in 1918, a gain of $223,634,078 or 20.8 per cent. All the cities showed higher returns with the exception of Lethbridge. The gain in the East is 23.8 per cent., and in the West 12.5 per cent. Comparative figures for the month follow:

MONTHLY BANK CLEARINGS
(In comparison with same month last year.)

Eastern Cities

	August, 1919	Change	%
Montreal	$ 498,289,151+	$106,527,343	27.2
Toronto	327,665,398+	49,798,402	17.9
Ottawa	38,018,133+	12,259,889	47.7
Hamilton	24,188,384+	1,872,666	8.3
Quebec	24,278,933+	3,889,410	19.1
Halifax	20,473,163+	1,915,995	10.3
London	13,316,559+	3,871,147	41.1
St. John	12,870,550+	2,133,709	19.9
Brantford	4,248,015+	558,322	15.1
Peterboro	3,188,387+	419,162	15.1
Sherbroke	3,985,267+	209,080	5.5
Kitchener	3,803,827+	1,328,406	53.7
Windsor	8,394,914+	3,987,859	90.6
Total, East. ..	$ 982,720,681+	$188,771,390	23.8

Western Cities

	August, 1919	Change	%
Winnipeg	$ 154,723,394+	$ 18,386,658	13.5
Vancouver	54,975,609+	538,645	0.9
Calgary	26,827,108+	1,312,872	5.1
Edmonton	19,999,454+	6,176,104	44.7
Victoria	10,768,137+	1,588,078	17.2
Regina	16,309,252+	3,110,480	23.7
Saskatoon	8,703,577+	1,892,610	27.8
Moose Jaw ...	6,155,275+	583,829	10.4
Ft. William .	3,421,607+	499,912	17.1
Brandon	3,020,376+	538,489	21.7
Lethbridge ...	3,179,041—	213,111	6.2
N. Westminster	2,635,459+	327,177	14.2
Medicine Hat .	1,939,974+	121,445	6.7
Total, West. ..	$ 312,658,263+	$ 34,862,688	12.5
Grand total ..	$1,295,378,944+	$223,634,078	20.8

STANDARD

The Standard Bank has established a sub-branch at Priceville, Ont., and will be open for business Tuesdays and Fridays.

Miss P. Crawford, of the Tillsonburg branch of the Standard Bank, has been transferred to the branch at Calgary.

IMPERIAL

It is understood that the Imperial Bank will shortly open a new branch at Windsor.

ROYAL

The Royal Bank of Canada announces the opening of the following branches: Blackville, N.B., Cape Broyle, Nfld., and Langruth, Man.

The following sub-branches have also been opened: Lac du Bonnet, sub-branch to Beausejour, Man.; Amaranth, sub-branch to Langruth, Man.; Clyde, sub-branch to Morinville, Alta.; Alcomdale, sub-branch to Morinville, Alta.; Whitemouth, sub-branch to Beausejour, Man.

MONTREAL

Mr. Galt, of the Kelowna branch of the Bank of Montreal, has been transferred to the branch at Ladner.

COMMERCE

Branches of the Canadian Bank of Commerce have been opened at the following points: Birch Cliff, Ont., in charge of A. H. Burland; Dartmouth, N.S., A. T. Croft: High Prairie, Alta., Allan McKenzie; Yonge and Delisle, Toronto, T. C. McGill.

E. W. Spurr, manager of the Admiral, Sask., branch of the Bank of Commerce for the past four and a half years, has been appointed manager of the branch at Devon, N.B. J. F. Berry, manager of the Mannyberries branch, Alta., has been appointed to succeed Mr. Spurr at Admiral.

TORONTO

Wesley Mason, teller at the Shelburne branch of the Bank of Toronto, has been transferred to the branch at Preston.

L. R. Atkinson, of Toronto, has been appointed manager of the Bank of Toronto at Port Hope.

C. H. Byers, who has been manager of the Keene branch of the Bank of Toronto, has been transferred to the branch at Freelton.

BANK OF ENGLAND

London, Sept. 4.—The weekly statement of the Bank of England shows the following changes:

Total reserve, decreased........	£ 989,000
Circulation, increased	997,000
Bullion, increased	8,038
Other securities, increased....	1,967,000
Public deposits, increased.....	1,255,000
Other deposits, increased......	7,395,000
Notes reserve, decreased.......	976,000
Gov't. securities, increased...	7,706,000

The proportion of the bank's reserve to liability this week is 20.42 per cent.; last week it was 22.76 per cent. Rate of discount, 5 per cent.

SPANISH-PORTUGUESE MEN FOR S. AMERICA

Royal Bank Sending Canadians to Three New Branches in the South

By Resident Representative

MONTREAL.—Arrangements are almost completed for the opening up of three new branches of the Royal Bank in South America, mention of which was made some months ago. This will give the bank ten branches in that country, as there already exist four branches in Venezuela and three in British Guiana.

By the end of the present month the Rio de Janeiro branch will be opened to the public, with G. V. Long as manager. Mr. Long was formerly manager at Costa Rica. With him will be associated as assistant, W. C. Lowry, formerly on the inspectors' staff.

In a few weeks later the Montevideo and Buenos Aires branches will be operating, the former being the capital of Uruguay, and the latter of Argentine. The manager of the Montevideo branch will be C. O. Hodgkins, formerly manager at Port of Spain, with A. R. Gordon, of the inspectors' staff, as assistant. At Buenos Aires the manager will be T. F. Dever, formerly supervisor at Havana, and later manager of the new branch that was opened at Barcelona, Spain. His assistant will be J. S. Nicholls, formerly accountant at the New York agency. At the Brazil branch Portuguese is the language spoken, while Spanish is the prevailing tongue in the other capitals. All the officers chosen are Canadians.

The news of the opening of these branches, it is learned, has been received with enthusiasm by the business men of these countries, and trade with Canada is likely to be stimulated as it has by the large number of connections the bank has established in the West Indies and other countries in Central and South America.

WEST IS OPTIMISTIC

Sir Frederick Williams-Taylor Has Confidence in Situation

Sir Frederick Williams-Taylor, general manager of the Bank of Montreal, has just completed a five weeks' trip through the Canadian and American West. He was much impressed by the resources of Western Canada as he saw them.

Speaking to the press on his return to Montreal, Sir Frederick said:

"There is no wide-spread dejection in the West over the wheat crop, and though there might have been a more uniform yield, a crop of wheat is assured worth $350,000,000. There is nothing alarming about the livestock situation in the West and the cattle men are in a very complacent mood.

"Shipbuilding has contributed much to industrial activity in British Columbia, and private orders are being gone after to replace the Government orders that are now expiring. The mining outlook is changed owing to the advance in the price of copper and silver, and production is being increased. There is a great deal of development work going on. Lumber is most active, and the fishing industry is at the peak of its activity. Reports from Skeena River and Vancouver Island show that those districts will offset the poor showing of the Fraser River. Prices are high and the better grades are in large demand. The pack is not likely to assume the proportion of last year when all records were broken.

AMERICANS FEAR EFFECT ON TRADE OF HIGHER RATES

Canadian Buyers Turning Elsewhere, and American Exporters Are Anxious

NEW YORK FUNDS EASY

Sterling and Francs Both Show Falling Off—British Funds Down to $4.17¼ at Close on Thursday

New York exchange has been a little easier this week, and the rate hung around 3⅞ all week. The opening on Friday last was at this rate, and on Thursday of this week 3 27-32 was being offered and 3 57-64 demanded. The improvement over last week, when funds went over 4 per cent., is stated to be due to alterations in Canadian trade channels, where large buyers are buying goods in the Orient, rather than from the United States. American exporters with a large Canadian trade are beginning to feel anxious about the effect of the continued discount on Canadian funds on their business with this country. An American in Canada, commenting to an American house on the effect of the adverse exchange rate, said:

"The heavy discount or exchange on Canadian funds in New York is not only impairing business at border points, thus injuring American business, but is affecting trade in a larger way. The fact that Canadian buyers have to pay a premium of four and five per cent. and higher on goods purchased in the United States has served to turn their attention elsewhere. Some of the largest business houses in the Dominion have sent buyers to Japan and other oversea countries, where exchange is on an even basis, with the result that heavy purchases have been made, which hitherto have been negotiated in the United States.

"The volume of buying diverted from the United States to other countries will, if the present pace keeps up, amount to very large figures. United States interests are suffering as a result of this change in trade channels. Moreover, when new relations are once established, it will be difficult to break them. This is especially true in view of the fact that in important cases, the goods cost less purchased in Japan than in the United States, on account of the lower wage scale prevailing in the Orient.

"The only way this tendency to shift trade may be checked is for the United States to take steps to correct exchange. Ultimately, of course, the unfavorable balance with the United States will be eliminated, as a result of Canada's purchases elsewhere, and the exchange rate will automatically right itself."

Aug. 29—The market for New York funds was quiet all morning. The rate was 3⅞ to the buyer, at which price a fair amount changed hands. In the afternoon the market strengthened to 3⅞ to the seller and at 3 o'clock funds suddenly bid up to 3 15-16 to seller and a little later to 3 31-32 to the seller in Montreal. The close was strong.

Aug. 30—New York funds opened at 4 per cent. nominal, and a considerable amount was offered at this price, although the actual transactions were made on a basis of 3 31-32 to the buyer and 3 31-32 to the seller in Montreal. No sales were made at this price so far as is known. The close was a little heavy.

September 2—The market opened at 3 15-16 nominal, but buyers could not be found at this price. All actual transactions were made on a basis of 3⅞ to the seller and 3⅞ to the buyer. Quite a large volume changed hands. Last sales here and in Montreal took place at 3⅞ to the buyer. The close was steady.

Last week's improvement in francs and sterling was not maintained and a falling off was noted in both French and English cables and demand funds. The tendency in sterling was downwards, with each new quotation standing for about two days. The $4.00 mark, which many experts were predicting three or four weeks ago would soon be reached, is still a long way off, but the outlook is uncertain.

	Sterling		Francs	
	Demand	Cables	Demand	Cables
Aug. 29	4.20¼	4.21	8.06	8.04
Aug. 30	4.20¼	4.21	8.09	8.07
Sept. 2	4.18¼	4.19	8.18	8.16
Sept. 3	4.18¼	4.19	8.17	8.15
Sept. 4	4.17¼	4.18	8.27	8.25

DIVIDENDS

Company—	Date.	Rate.	Record.
Belding Paul, pfd..	Sept. 15	3¾	Sept. 1
Montreal Loan ...	Sept. 15	2½	Aug. 31
West. Can. Flour.	Sept. 15	2+2	Sept. 4
Mining Corp.	Sept. 16	12½c	Sept. 2
Imperial Tob., pf..	Sept. 30	3	....
Do., com.......	Sept. 26	1½	....
Sher.-Williams, pf.	Sept. 30	1¾	Sept. 15
Can. Perm. Mtge..	Oct. 1	2½	Sept. 15
Mackay, com.	Oct. 1	1½	Sept. 6
Do., pfd.	Oct. 1	1	Sept. 6
Dom. Iron, pfd....	Oct. 1	1¾	Sept. 13
Dom. Steel Corp..	Oct. 1	1½	Sept. 5
Can. Landed Inv..	Oct. 1	2¼	Sept. 13
Molsons Bank	Oct. 1	3	Sept. 15
Lon. & Can. Loan.	Oct. 1	2	Sept. 15
Can. Permanent...	Oct. 1	2½	Sept. 15
Brazilian, pfd. ...	Oct. 1	1½	Sept. 15
Penn. Water & P...	Oct. 1	1½	Sept. 19
Mont. City & Dis..	Oct. 1	$2.50	Sept. 15
Ont. Loan & Sav.	Oct. 1	2¼	Sept. 15
Cons. Smelters ...	Oct. 1	2½	Sept. 10
Can. Gen. Elec., c..	Oct. 1	2	Sept. 13
Do., pref.	Oct. 1	1¾	Sept. 13
Dom. Glass, com..	Oct. 1	1	Sept. 15
Do., pref.	Oct. 1	1¾	Sept. 15
Dom. Textile, c...	Oct. 1	2	Sept. 15
McKinley-Darragh..	Oct. 1	3	Sept. 6
Wabasso Cotton...	Oct. 2	2	Sept. 13
Nipissing Mines...	Oct. 20	5	Sept. 30

THE STERLING BANK
OF CANADA

You are invited to investigate our facilities and service.

The Executive's Business Ally

For the executive who wants privacy—who wants undisturbed quietness when he's concentrating on a particular problem, and yet wants all the matter on that proposition close at hand—will find his ideal in an "Office Specialty"

SECTIONAL STACK

Suppose you, the buyer, have an attractive "buy" offered to you "right", and you want to work over the advantages and disadvantages of accepting it—quietly. Here are copies of your previous requisitions—quantities you've used before—prices—everything you need to help you arrive at a satisfactory decision, and without any annoying interruptions.

Or suppose, Mr. Salesmanager, you're working on a new problem of marketing. You want your territorial consumption figures—your unit selling cost figures—you want your routing maps in front of you—you want these and you want quietness in which to use them. A Sectional Stack in your office will hold all these vital records and give you access to them quickly.

And so with any and every executive. There's a place for any kind and all your records, and the quickness it gives you in getting at them will double their value to you.

Of course, for general office record-keeping purposes, they serve their mission mighty well. You can add to your stack as your records increase—as your business grows.

A descriptive catalog sent on request. Get one for your files, to-day

THE OFFICE SPECIALTY MFG. CO., LIMITED
Home Office NEWMARKET Canada

Filing Equipment Stores at:
Toronto Montreal Ottawa Halifax Hamilton Winnipeg Regina Edmonton Vancouver

OFFICE SPECIALTY
FILING SYSTEMS

913

Wide Bodies of Profitable Ore Opened Up In Davidson Consolidated

Eminent engineers estimate ore reserves in and around present shaft only at approximately $2,500,000.

This ore belongs to the same lens or shoot of ore which has been stripped on the surface for a distance of 1700 feet, thus indicating a tremendous tonnage of ore which will, in all probability, run considerably higher than the average of the Porcupine Camp. On the 500 ft. level the vein system over a width of forty feet has shown an average value of $18 to the ton in actual milling. The possibilities of the property have not been excelled by the best mines in the district at the same stage of development. Present shareholders, therefore, would be well advised to retain their holdings of the old stock which carries a bonus of one share of new stock on every three shares of the old.

Telephone Main 6204 and 6205.

F. C. Sutherland & Co.
STOCK BROKERS
12 King St. E., Toronto 211 McGill St., Montreal

NEWS AND VIEWS FOR MANAGERS

CHECK IDEA FOR PAYING WORKERS IS NOT FAVORED

Bank Managers Advance Arguments to the Contrary

SOME OF OBJECTIONS

Means Much Extra Trouble—Checks Can be Taken to Stores—Most Employees Prefer "Real" Money

Across the border some advice is being handed to bankers to cultivate the workman's account through the work's manager or the president: by inducing the latter to pay the weekly or bi-weekly accounts by cheque on the particular bank that is seeking this business. It is argued that the workman can be induced on his part to leave the cheque uncashed as he receives it, and drawing against it for only such portions of his family expenses as are necessary for him to expend. The balance will remain to his credit, at the bank, and the latter thus will build up hundreds of savings accounts from a single factory. The plan is said to have arisen from a chief executive of a factory watching his employees line up one day to receive the weekly "pay envelope." He thought the whole proceeding looked rather "infra dig." on their part, and that they would welcome the bank cheque in place of the bills in the envelope.

While the theory looks simple at first sight, several bank men I spoke to did not welcome it, and the views of these will be given this week as a start on this subject. Clearly, this time, "the nays have it."

Like "Real" Money

One disadvantage urged against this system was the inherent liking of the average workman to feel the bills in his "jeans" as he went homewards. The cheque represented the money, of course, but the "cash" he would value far more from a sentimental point of view. His wife would prefer it too, it was argued by a manager.

Then there was a certain dislike of the bank; a dislike of dealing with it; of going in at all. This feeling, of course, it is "up" to the manager to dispel, and a great many have succeeded in breaking down what is by no means an unreasoning prejudice.

Then came the alternative suggestion that the workman's grocery store, or the department store where the wife deals, would only be too willing to cash his cheque for him, or her. He could get his special needs in groceries, at the week-end and the cheque would be exchanged for a balance of cash, plus the groceries. The extra business that would come the way of the store that drew out a couple of thousand dollars, say, and announced that it would willingly pay cash for these cheques, would be a sufficient inducement for the extra trouble, and this would lure the employee away from the bank itself. It may as well be admitted that this condition not only would, but does obtain. Where, for instance, railway employees used to be paid by cheque once a month in the railway centres, many of the larger stores made it a business to bid for the cashing of these cheques. One store I have in mind, opposite a large factory—not a railway—in a medium-sized city, built up a big grocery and general business by the cashing of cheques, and the selling of goods in return for the convenience. This condition would help to draw off these prospective savings depositors from the bank.

That Two-Cent Tax

Next, came the "two-cent" tax. The amount was not large but the workman might well object to meeting this extra out of his wage. In some cases, after this war tax was imposed some offiices saw to it that the cheque holders were supplied with stamps to meet this tax, but often this worthy custom died an early death. Would the workman stand for this impost? This question, however, would seem to find a fairly sure answer in the result of the effort made by the banks during the war, when their staffs were depleted, in appealing to savings depositors to curtail the number of cheques for small amounts that they issued, in order to lessen the work and save over-burdened bank men, and women. The appeal was of little effect. The two-cent tax was looked on as so small that it was not worth the extra bother of having to pay bills by the cash. The cheque was so handy, and the two cents immaterial. The workman, no doubt, would look on this in much the same way—that is, after he had decided that he and not the "boss" was the one to meet this tax. The "principle" involved might make him demur infinitely more than the amount itself.

But the managers forthwith began their attack from the standpoint of the bank itself. Would the bank want a flood of cheques? Take a factory where 1,000 were employed in any district. What would happen if the workmen lined up with these thousand cheques? At once an appeal to Head Office for more assistance. How could the rush of so-called business be handled expeditiously? And the waiting for the cashing of the cheque might be resented as much by the employee as the wait in line for his pay envelope.

It would be all the same if the store did the cashing. The cheque would travel back to the bank. How much better for the firm to draw with one cheque the $25,000 required for paying their employees in one lump sum, and fix up the envelopes, much more easily and quickly than the drawing up of cheques; all of which, no doubt, would have to be countersigned. And how could they come to the bank after hours on Saturday? And how could the factory be induced to let them off during the day to cash these cheques at the bank? And once more what difficulties there would be in identifying the man with the name?

The plan was not even "damned with faint praise." There was no praise at all forthcoming. What has been the experience of other bank managers on this point?—J.W.T.

JAPANESE-AMERICAN BANK

A New Financial Factor in Pacific Trade

It is reported that plans are about completed for the organization in Japan of an international bank to be owned jointly by Japanese and American bankers and capitalists. The project, it is stated, was first suggested by bankers of California when Baron Megata visited the United States as head of the Japanese Financial and Economic Commission. The movement is interesting bankers and capitalists on both sides of the Pacific as the first attempt toward a joint stock bank between American and Japanese bankers.

PROSPERITY IS DEPENDENT UPON LOAN'S SUCCESS

Continued from page 1.

and offers no special advantages to the wealthy.

The farmers represent a particularly difficult problem from the standpoint of the selling organization. Up to the present they have never taken that proportion of the issues which they should in view of their present prosperity. This year a special effort will be made to reach them as it is felt that the success of the loan is largely dependent upon them and that the showing of savings deposits in the bank statement is to a large extent a reflection of their holdings.

The Investment Situation

Uncertainty as to the measure of success which will attend the effort is reflected in the recent market for bonds. Prices have been greatly depressed. It is realized that all values must be adjusted to a basis to be established by the new issue, and recently there has been a tendency to sacrifice rather than await the judgment of the future.

As investment interest has neglected bonds, and with the close of the holiday season there has been a broadening of interest in the stock market and strength has been displayed in some departments. In the mines section also there has been a better tone, with quite a distinct upward trend. Buying orders are coming in volume and they are finding the market in a strong technical position. The outlook would seem to be for a decided movement if favorable influences continue.

New York influences have been generally favorable, with a stronger tendency evident in Wall Street. In fact some of the sessions have taken on an atmosphere of the rousing days of a couple of months ago. Recent news has had a tendency to clear the air as indicated by the following opinion of Hayden, Stone & Co.

> The improved position of the stock market is amply evidenced by its inception of news. To judge by newspaper headlines, the labor situation is as critical as ever. Not only do the shopmen reject the president's request, but the Steel Corporation employees' present demands for a closed shop. Yet at the worst, there was very little evidence in selling and the come-back has been sharp. While there is bound to be labor unrest for a long time to come, we are inclined to think that the critical point of the situation has been passed. There are two new and very encouraging features. For the first time, labor's insatiable demands are meeting with opposition in high quarters. Secondly, some of the men themselves, as evidenced by the action of the Midvale Steel employees, begin to realize that the limit has been reached, and that production and not shorter hours are the cure for our evils. It must be remembered that a small minority can make a loud noise. We believe that this has been the case in this instance.

A charter has been granted to the First Woman's Bank of Tennessee at Clarksville. It is incorporated by the fair sex exclusively.

GOOD CHANCE FOR JAPANESE TRADE

Union Bank Official Advises "Wide-Awake" Policy in the Orient

A wide-awake policy is needed if Canadians are to secure a fair share of Japanese and Chinese trade, according to George Wilson, assistant general manager of the Union Bank, who has returned to Toronto after an extended tour of the Orient. Mr. Wilson went to the Far East to establish the Park-Union Foreign Banking Corporation, which is owned and jointly controlled by the Union Bank of Canada and the National Park Bank of New York. He states that he was much encouraged at the prospects of business with Japan, and the new corporation has already planned to open branches at Kobe and Tokio in addition to the branches already opened at Yokohama and Shanghai.

"Canada is represented in Japan by several buying houses, but so far as I am aware no organized effort has been made to sell Canadian products in Japan," said Mr. Wilson. "Intensive competition is taking place amongst all the greater nations, in so far as Chinese trade is concerned, and there is every reason to believe that if a wide-awake policy is adopted Canada will secure its fair share of the trade which is bound to develop. There is undoubtedly a favorable market in Japan for many Canadian products, amongst which might be mentioned iron and steel bars and products of every kind, machinery, locomotives, automobiles, tools and general hardware, pulpwood, cotton goods and other textiles, canned fish and fruit.

"Japan has made phenomenal progress internally and externally during the past five years, its total foreign trade having increased from 1,360,000,000 yen in 1913 to 2,300,000,000 yen for the year ending August, 1918. Supported by a splendid mercantile marine, her products are now shipped to every quarter of the globe. It is true that a great deal of criticism is heard of the devious trading methods practised by the Japanese, of their disregard of contracts and patent rights, and other commercial weaknesses, and, while it is undoubtedly true that such charges are sometimes not without foundation, it is entirely unwarranted and unfair to assert that these shortcomings constitute a national characteristic.

"The Canadian Trade Commissioner at Yokohama has done and is doing valuable work, largely of an advertising character, but his activities are altogether too restricted, and the adoption of a more liberal policy by the Ottawa Government in the promulgation of the actual Canadian trade in the Orient is most desirable. Members of the Canadian Manufacturers' Association, seeking foreign trade, might with profit to themselves arrange for permanent, attractively displayed exhibits of their products in Yokohama or Tokio, which might be sponsored by the local Trade Commissioner, and should be in charge of expert salesmen, who would periodically visit prospect purchasers in different parts of the country."

Referring to conditions in China, Mr. Wilson said that although the country was in financial and political chaos, influences were at work that would rehabilitate it on a stable basis. China's resources are tremendous but lack of transportation facilities prevents their exploitation.

BRITISH OVERSEAS BANK

The Newest Financial Combination For Overseas Trade

It is announced by Frederick C. Harding, New York agent of the Anglo-South American Bank, that the prospectus of the British Overseas Bank has been made public. According to the prospectus the new British bank is capitalized for £2,000,000 sterling, £1,000,000 of which will be known as "A" ordinary shares with a par value of £5, which will be offered to the public, and £1,000,000 in "B" shares, which will be held by the stockholding banks.

The British Overseas Bank, the newest of the English banks organized for foreign business, forms a combination of interests of seven of the largest British banking institutions, including the Anglo-South American Bank, Ltd., the Dominion Bank of Canada, Glyn Mills, Currie & Company, Hoares, the Imperial Ottoman Bank; the Northern Banking Company, Ltd., Belfast; the Union Bank of Scotland, Ltd., and the Williams Deacon's Bank, Ltd.

CROSS-COUNTRY WIRE

Direct private wire service between the East and the West is obtained by arrangement made by Greenshields and Company of Montreal, stock brokers. The firm has arranged, in conjunction with Logan, Bryan and Company, of Chicago, for wires between its Montreal office and the offices of its correspondents in Winnipeg, Calgary, Regina, Moose Jaw, Saskatoon, Edmonton, Vancouver and Victoria. R. O. Johnson, a member of the firm, has left for a tour of the West, during which he will visit all the Western branches of his firm.

Arrangements have been completed for the listing of Holt-Renfrew preferred and common stocks in the course of the next few weeks. The common is quoted around 40 bid. When the preferred was sold recently to the extent of $825,000, there was a bonus of 25% of common.

NEW HOLIDAY TRAIL THAT IS UNEXCELLED

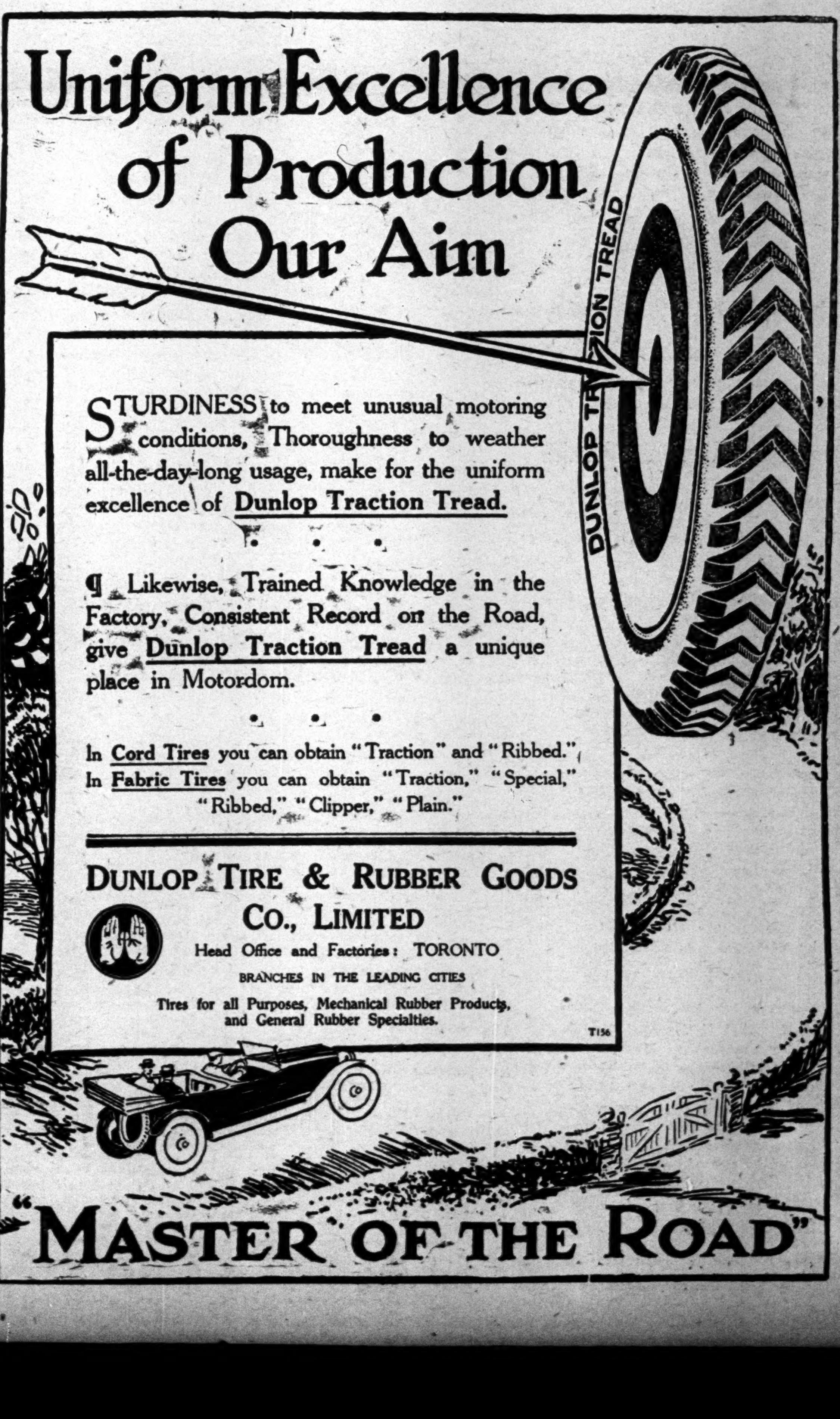
The beauties and vacation attractions of the Canadian Rockies and the Scenic Seas of the North Pacific Coast are described in an illustrated folder just issued by the Grand Trunk Pacific Railway. Jasper Park and Mount Robson Park are among the great regions in the alpine kingdom opened up by the railway to tourist and sportsmen. Canada's highest peaks, with scores of glaciers and lakes, can be inspected in their full majesty from the railway line. The traveller may stop off at an alpine camp where there are the comforts of a hotel in the heart of the mountains, making delightful daily excursions afoot or on horseback. Upon reaching the Pacific Coast at Prince Rupert the famous Grand Trunk Pacific oil-burning steamships are ready to carry you through the "Norway of America" to Vancouver, Victoria or Seattle—one of the world's finest, yet most sheltered sea voyages. Plan your trip now and write to nearest Grand Trunk Agent for copy of folder: "The Canadian Rockies—Mount Robson Route—Scenic Seas of the North Pacific Coast."

LONDON JOINT CITY AND MIDLAND BANK LIMITED
HEAD OFFICE: 5, THREADNEEDLE ST., LONDON, E.C. 2.

30th June, 1919	$5=£1
Subscribed Capital	$177,726,615
Uncalled Capital	136,281,252
Paid-up Capital	41,445,362
Reserve Fund	41,445,362
Deposits	$1,855,273,000
Cash on Hand and Balance at Bank of England	397,133,860
Money at Call and at Short Notice	380,340,540
Investments and Bills of Exchange	481,523,065
Advances	584,372,130
Advances on War Loan	61,245,810

Overseas Branch: 65 & 66, Old Broad Street, E.C. 2.
Foreign Banking Business of every description undertaken.

Est'd 1840
DIEU ET MON DROIT
WELLINGTON
FIRE INSURANCE COMPANY
MUTUAL AND STOCK
TORONTO OFFICE 82-88 KING STREET EAST
CLAIMS PAID EXCEED
$3,000,000
80 Years Honorable Record
APPLICATIONS FOR AGENCIES INVITED



Uniform Excellence of Production Our Aim
DUNLOP TRACTION TREAD
"MASTER OF THE ROAD"

STURDINESS to meet unusual motoring conditions, Thoroughness to weather all-the-day-long usage, make for the uniform excellence of Dunlop Traction Tread.

• • •

¶ Likewise, Trained Knowledge in the Factory, Consistent Record on the Road, give Dunlop Traction Tread a unique place in Motordom.

• • •

In Cord Tires you can obtain "Traction" and "Ribbed."
In Fabric Tires you can obtain "Traction," "Special," "Ribbed," "Clipper," "Plain."

DUNLOP TIRE & RUBBER GOODS CO., LIMITED
Head Office and Factories: TORONTO
BRANCHES IN THE LEADING CITIES
Tires for all Purposes, Mechanical Rubber Products, and General Rubber Specialties.
T156

THE FINANCIAL POST
Members of the Audit Bureau of Circulation.

President - - - - - JOHN BAYNE MACLEAN.
Manager - - - - - GORDON RUTLEDGE.
Editor - - - - - - - - J. W. TYSON.

A weekly newspaper, presenting in a popular manner reliable information respecting investments and financial affairs in Canada.

No paid advertising, other than annual reports or official notices of corporations, will be inserted in the news columns unless marked "Advertisements."

Advertising matter is investigated before publication, and none of known questionable character is accepted. Acceptance of advertising will not deter the editorial department from making such comments as the situation may suggest.

No material from news bureau sources submitted for editorial purposes will be published, and no such bureau or individual should be paid any consideration or given any credit for the insertion or inspiration of any item.

ADVERTISING RATES:

Single insertion	$ 2.15 per inch.
Yearly insertion	58.25 per inch.

Financial Reports, Debenture Notices, etc., 15c per agate line.

SUBSCRIPTION PRICE:

Canada and Mexico	$3.00 per annum
United States	3.50 per annum
Great Britain, Ireland and Colonies having minimum post rates	12s. 6d.
France and other Countries	16s. 6d.

Subscribers are especially requested to report any instance of delay or non-delivery of THE POST.

PUBLISHED BY
THE MACLEAN PUBLISHING COMPANY, LIMITED
143-153 University Avenue, Toronto.
MONTREAL, Southam Building, 128 Bleury St., M. Foster; WINNIPEG, 1207 Union Trust Building, C. W. Byers; BOSTON, 734 Old South Bldg., C. L. Morton; NEW YORK, Room 620, 111 Broadway, R. H. Huestis; CHICAGO, Room 1401 Lytton Bldg., 14 E. Jackson St., H. A. Maguire; GREAT BRITAIN—London, The MacLean Co., of Great Britain, Ltd., 88 Fleet St., E.C., E. J. Dodd, Director.

TORONTO, SEPTEMBER 6, 1919

BRUTAL TREATMENT OF THE PUBLIC

THERE have been many things in connection with the policy of the Toronto Railway and Power interests in their relations with the people which have not been favored by THE FINANCIAL POST. We have offered criticism when we believed that steps taken in the immediate interests of the shareholders would ultimately impair their security by raising the antagonism of the public. When James T. Gunn, business agent of the electrical workers, called a strike which tied up the transportation system of Toronto at a rush hour during the National Exhibition he made a brutal blunder—a blunder which brings discredit, not generally deserved, upon organized labor.

The controversy to decide the measure of responsibility to be borne by the various parties concerned is beside the qustion. The fact remains that a representative of organized labor called a strike of union men at a time when thousands of citizens and visitors, the majority of them women and children, were made to suffer. And, according to all the evidence, he did so without sufficient justification. Mr. Gunn excuses himself by his efforts to see Mr. Fleming but he has no evidence that a definite ultimatum was delivered to the company's manager. It would have been a simple matter to have put the men's demands into writing and set a definite hour, after a reasonable period, for action. Such an ultimatum should then have been made known to the public for their protection. Not having taken this course, the onus for the strike, and the brutal treatment of the public, is upon the union's agent.

In the interests of investors, the executive heads of public utilities and of industrial corporations must measure their efficiency by public opinion of the service rendered. Likewise in the interests of workers the officers of labor unions must justify their actions by their reception by and effect upon the whole community. This is something which both Mr. Fleming and Mr. Gunn must realize. The latter has failed so obviously that those whom he represents should seriously consider the advisability of allowing him to continue in office.

THE BUSINESS OF FARMING

THE question as to whether labor and capital are properly rewarded in Canadian agriculture is one which has had much consideration, particularly since the appearance of the book by W. C. Good, discussing production and taxation in Canada from the farmers' standpoint. Mr. Good's answer is in the negative. He sets forth that it has become profitable, indeed almost necessary, for farmers to curtail production and that the satisfactions of farm life have not been sufficient to retain in the country the requisite number of people to maintain in proper condition rural institutions.

If the situation is as Mr. Good paints it—and he has used his brush deftly—it demands serious attention. Agriculture is, and will long continue to be, the most important Canadian industry. We cannot have national prosperity without agricultural prosperity. However, we are taking Mr. Good's statement that the farmer is not prosperous at its face. We believe that there is strong evidence to the contrary. He gives figures, for instance, to show that certain farming sections do not maintain the number of people they did some years ago. This we think is an indication of the fact that with modern machinery it does not take so many people to operate the land rather than that there is not so much being made from it, or that the smaller population in such localities is not equally or more prosperous. Besides, it is a matter of record that since the war there have been a large number of farmers who have made enough to retire. That they have left the country and helped to increase the idle urban population is no argument that city workers are in a better position.

From a straight business standpoint, however, it must be apparent that if the conditions in Canadian agriculture to-day are such as Mr. Good describes them, then there is something the matter with the system. In the past few years the market price of farm products has increased over one hundred per cent. Any producer who receives such an increase should stand to materially benefit despite the fact that there would naturally be some increase in the cost of production. Or, on the other hand, from Mr. Good's standpoint, if rising prices are not going to benefit the farmer, what would he suggest?

Mr. Good's reply, to judge from his book, would be to change the system of taxation. But may it not be a question of changing the system of farming? In the cities, the success of industries is quantity production and reduced overhead costs through efficient organization and modern equipment. Should the same ideas not be applied to the farm?

In this connection it is interesting to note a dispatch from Reading, Pa., to the Philadelphia *Public Ledger*, states: "That a company to demonstrate what incorporating a farm and running it like a corporation on shares, declaring dividends and doing business like a manufacturing concern, can do, has been organized there and will apply for a State charter, with capital stock of $25,000."

Success in agriculture in the future seems certain to entail a further improvement of methods and the employment of more modern machinery. Whether this will be worked out by better farming, larger farms for individuals, "big business" farms as described in the preceding paragraph, or community ownership of power machinery to reduce "overhead" charges is something which remains to be seen. In the meantime, even Mr. Good's arguments do not bring conviction that the Canadian farmer is hard-up.

PUBLIC OWNERSHIP AND OUR TAX BILLS

THERE is no more serious problem for the average municipality to face to-day than the soaring tax rates. Year by year these are going up and in many cases the present charges are about double what they were a decade ago. The advances have been largely in the war period and in the face of general efforts at retrenchment. The declining value of the dollar has no doubt been a factor, but not more so than the fact that assessment values could not be advanced as in the days of the real estate boom. And then there has been the spread of public ownership and with it public ownership financing.

The question of the assessment of publicly owned utilities was discussed before the Ontario Municipal Association when W. B. Doherty, city solicitor of St. Thomas, referring to the London and Port Stanley Railway, said:

> "To certain manipulations started several years ago, we now find that this railway, which passes through five separate municipalities, is not paying one cent of taxes to any of them. In addition to this, they run amusements at Port Stanley which are in direct competition with local citizens, and are free of assessment."

The London and Port Stanley is the highly lauded public ownership railway of Sir Adam Beck. His statements indicate that it is paying its way and showing a profit. But what avails it to the people if paper profits are indicated in the railway statement and they are compelled to contribute the necessary profits through their tax bills? Then, too, there are some features of financing in connection with fixed charges of the London and Port Stanley which are not explained in the reports and which may also have a connection with municipal tax rates.

If public ownership is the success claimed by those who stand behind it, then the enterprises so operated should be prepared to show profits to the ratepayers on the same basis that private corporations report to their shareholders. The methods now generally employed merely fool the taxpayer.

EDITORIAL NOTES

THE IMPOSITION of heavy penalties by the courts upon the oil promoters proceeded against by the Ontario Government should prove effective in checking get-quick-rich operators in Canada.

* * * *

THE monthly bulletin of Wells, Fargo, Nevada, National Bank of San Francisco, in discussing the high cost of living, says: "That the present economic situation must continue, despite legislative efforts to regulate, until it has run its course."

* * * *

BETWEEN 1901 and 1919, Canadian workers lost over 14,000,000 days through strikes. Even at $3.00 per day this represents over $42,000,000 in wages, not to count the loss in production, interest on capital involved, etc. Strikes are, therefore, a factor in the high cost of living which should not be overlooked.

* * * *

WHEN Tom Moore, president of the Trades and Labor Council, said at the Labor Day National Exhibition luncheon, that: "There were those who sought to take advantage of unrest to stir up trouble or stir up things which had not for their ultimate purpose construction, but destruction," he again proved the intelligence of organized labor in analyzing the Bolshevik movement.

* * *

HERBERT HOOVER said in an interview, Aug. 25, cabled to the Philadelphia *Public Ledger*: "The whole world must continue to suffer from the economic demoralization and lowered productivity, and while these things, if left to themselves, may become righted, they can each time be enormously expedited by organization and co-operation among the various governments. But even co-operation in finance and distribution must fail if we are to face a continuous decrease in production of commodities. No amount of economic co-operation can create bricks without straw."

* * * *

STRONG opposition to the embargo against the exportation of Canadian hides is being made by the stock-raising industry, on the ground that the farmers' interests have not been fully considered. We quite agree, believing that, relatively speaking, our national prosperity depends upon getting the best possible price for the products which other countries will buy from us. At the same time it becomes evident that if the tanners and the packers are not the chief sufferers, by efforts to put down the prices of animal products, they are probably not the ones who are mainly benefited by the high prices.

* * * *

THE HALIFAX correspondent of THE FINANCIAL POST reports that an arrangement has finally been made whereby the business institutions suffering as the result of the big explosion of munitions will receive compensation for damages sustained. Fair treatment of these interests has been strongly urged in these columns on the ground that the property of companies, in most cases representing the investments of individual shareholders, should not be regarded in any other light than that held by other—or the same—individuals personally. All were sufferers through war operations and fair compensation was the only policy which the Government could justly adopt.

JUDGE GARY DISCUSSES ECONOMIC AND BUSINESS PROBLEMS OF THE DAY FROM MANY STANDPOINTS

Continued from page 1.

associates in the war, the large and integrated concerns with highly perfected organizations and abundance of working capital, saved the situation. Except for them such necessities could not have been adequately supplied. What would have happened without their facilities no one could, with a feeling of certainty, express an opinion. The representatives of our Government in every department connected with the war, as well as those who represented our associates abroad, were constantly calling for more and more war materials, and at the same time expressing opinions of doubt and alarm concerning failure to provide them. However, with no harmful interruption or delay, all demands were met; and knowledge of this fact no doubt had a decided influence upon the German mind when the truth was ascertained.

But now the question occupying the thoughts of men, to a large degree, is what, if anything, can properly be done to conserve these means of economic stability and progress when war is not upon us and, let us hope, not threatening our future safety. The general public, including labor, which receives 85 to 90% of the cost of production, is vitally interested in this subject.

It is useful, while discussing a problem in contemplation of future action or inaction, to illustrate by negative reference what ought not to be done.

Government, state or municipal control or management, is frequently suggested and stubbornly urged by public speakers and publicists. The reasons given ordinarily relate to the protection of the public against imposition or inefficiency, which is desirable. Here again experience, especially during the war, is illuminating. The Government took over the possession and management of certain quasi public concerns, and, with the assistance of a large part of the previously formed organizations, realized some success in operation; but, as a total result, the experiment was a failure. Every day that passes furnishes evidence to justify this assertion. The properties and businesses taken over have been or will be returned to the owners for the real reason, if not admitted, that the undertakings were too big and complicated for new and inexperienced chiefs to manage. What the results of this experiment will be as to the future values of the properties no one can, with accuracy, predict. It cannot be entirely satisfactory to the owners or, for some years at least, to the general public.

There are reasons why governmental management will not be successful. To reach the highest efficiency in the development and operation of any enterprise there must be personal, pecuniary incentive to succeed. There must be individual attention, thought and decision which ponders over the difficult and complicated problems by day and night and then solves them with a view of securing personal benefits for self or principals represented. Whatever is everyone's business is no one's business—a common expression, but applicable. There must be a motive for economy in administration; for perfecting and maintaining a complete organization, skilled, honest and faithful; for such treatment of employees as will tend to secure loyalty and efficiency in service; for everything that makes for success; and for discarding or rejecting whatever is calculated to impede, obstruct, or minimize it. This means, in great measure, pecuniary profit to those who assume the risks of business, though the assertion is ventured that the private individual in general charge of a large concern, if right minded, is as much interested in and as faithful and loyal to the public welfare as a duly elected public official. Again, there is always danger that partisan politics, if brought into the control or management of business, will have an adverse effect upon the results.

During the war the Government seriously contemplated taking over the management of additional large business lines, but after full investigation, discussion and consideration concluded it would be unwise, although there were persistent and able advocates who favored the proposed action. The results fully justified the determination arrived at. It was believed by many that the Government assumed the management of many departments of business activity other than those actually included in the Government list. This was because there was co-operation between Governmental agencies, such as the ar Industries Board, and aggregation of private interests, represented by small committees, whereby voluntary arrangement was made for allocations of burdens or distributions of products. The control of operations, from the raw products to the finished materials, was continued in the hands of the owners. There was clearly demonstrated during the war the value and practical benefit of private management as compared with public management. If it be said that Government conduct of business has sometimes been successful the answer is that the same business in the hands of private, responsible individuals, with capital and success at stake, would have resulted more favorably.

Leave It To Individuals

The ideal plan merely for the extension of enterprise, development of resources and the certainty of greatest production, with resulting increases to the public treasuries through taxation, assessment of dues, etc., and a corresponding benefit to the large numbers of workmen, would be to leave the matter entirely and independently in the hands of the private individuals who furnish the necessary capital and who would be inspired by the desire to reap pecuniary advantages. However, it is a patent fact that the ability of capital to accomplish desirable results also involves opportunity to do harm; that uncontrolled concentration of capital, with unbridled license in operations, may be injurious to the welfare of others, including the general public. All fair-minded, well-intentioned men, will admit that the public interests must always be of primary importance; that there should be a curb upon the cupidity of human nature. Of course, from every standpoint, including selfish desire to continuously and permanently prosper, as well as the instinct to secure and retain the respect and confidence of the community, every intelligent person should be prompted to use capital in such manner as to be of benefit to all others and of no intentional harm to anyone; but, unfortunately, such is not the case. The human element interferes. Greed and avarice have a powerful influence upon the mind, and the concentrated power of the public is often necessary to protect one against oneself.

In view and by reason of these conceded facts and considerations there has been attempted to establish by law a preventive against wrong and, in numerous instances, it has been invoked. However, it provides for the punishment of offenders and for the destruction in whole or in part of the property and business involved. This seems remarkable and irrational, especially after the experiences of the last few years, and on the eve of the greatest struggle for economic progress the world has ever witnessed. If the Legal Department of the Government, basing action on its interpretation of the law, had been upheld in its contention, unlimited by the rule of reason, as applied by the Courts to the industries of this great country, property and business in an alarming proportion would have been destroyed and its benefits to the general population eliminated in the effort to prevent future harmful practices.

Proceeding on the assumption that large capital is desirable and necessary for the safety and legitimate progress of the nation, and yet that it must be controlled against possible harm, we are confronted with what has appeared to many to be a difficult problem. It should be met and solved now if we are going to conserve our vitality and strength; if we are not to weaken or neutralize it at this juncture in world affairs when we are called upon to pay enormous debts, to finance our own necessities and to assist our neighbors across the seas, to maintain a state of preparedness against possible, though not probable, future wanton attacks, and to aid in maintaining the peace of the world to the extent of using force, if and when necessary, all of which will require billions of money. Can we hold our position, and are we to be included in clear thinking, wisely concluding peoples? Shall we profit by the experience of the past and by the example of others?

Is there any solution of these problems? I am talking to men who are more competent than I to answer. Still, the general proposition is ventured that whenever it is practicable and effective, resort should be made to the prevention of threatened or possible harm, without destroying the property or business in question, and which can, if preserved, be of substantial benefit to the community and to the nation. This principle has sometimes been invoked by the courts so far as it was believed the provisions of the law permitted. Why not have the law so framed and administerd as to allow the courts to cover the whole subject by injunction, rather than by the destruction of property or business? If capital is proceeding or threatens to proceed improperly, it can be restrained by injunction and the order enforced in the regular way. A court of equity should have, if necessary, enlarged powers of preventive remedy, unlimited by statutory provisions. If there is to be punishing inflicted it should be upon the individuals who are reprehensible, and not upon the owners, as stockholders or otherwise, of the properties involved, who are in no respect responsible for misconduct.

If it be said that preventive measures are too late after there has been established unreasonable concentration of capital, which naturally and necessarily includes the power to do harm, or that in the administration of affairs pertaining to organization or management there is involved too much detail or complication for practical hearing and determination by a court, then it might be answered that there should be no objection to the whole matter of previous assemblage of capital by corporations, form or organization, or management of affairs being subjected to the consideration and decision of a competent nonpartisan tribunal, consisting of men selected for their peculiar qualification defined by the creative law, having adequate jurisdiction and powers, subject, however, to appeal and a final determination by a Federal Court concerning certain defined and vital questions relating to monopoly and restraint of trade. Federal incorporation or license is desirable. It might and probably would satisfactorily solve the problems relating to concentrated wealth in control of corporations.

Publicity Necessary

It is to be remarked that with reference to this whole subject and all other matters mentioned for future determination, full publicity and knowledge of all the facts and conditions in detail, will furnish the most effective remedy for defects, inconsistencies or wrongs.

These matters are not political. They are of universal interest. On their proper disposition depends the greatest legitimate advancement in economic affairs. Those in general charge of large business units are quite willing to meet these questions in a spirit of fairness, justice and loyalty to the public. The present conditions are not satisfactory. During the war, when greater production, larger and more costly extensions and more rapid delieveries were required, it was deemed by the Government proper and necessary to relax or at least liberally interpret the supposed inhibitions of existing laws and rules in order to meet the military demands. The departments of the Government in control of war matters were then more potential than the Department of Justice, whose hands were partially bound by statutory provisions. If this Governmental attitude was appropriate and necessary during war the same is true, if to a less extent, in times of peace, for the object to be obtained in both cases is the largest production and development.

Prudent, open-minded and thoughtful persons endeavor to conceive and consider both or all sides of every question presented, to be fair in conclusion and to be frank in expression if called upon to give utterance. We must admit the war, with all its horrors and results, has abnormalized the minds of men throughout the earth. The period in many respects is serious, in some particulars it is critical. There are difficulties, perhaps dangers, in the pathway of progress. Vision is liable to be twisted and decision illogical and unjust. Selfishness, cupidity and hate improperly influence the action of men even beyond their own perception. Various factions in their antagonisms go to extremes that are essentially wrong. The worst of all movements of the present grow out of propaganda and agitation calculated to obtain something for nothing, to forcibly take from those who have been successful the property which has been honestly acquired and to distribute the same amongst others less prosperous. The idea is not onfined to any individual, community, class or race, though it may be exaggerated more in some than in others. It is supported on the theory that might is right; that power is supreme.

A Hopeful Outlook

But we have reason to hope that all classes will be treated impartially and justly; that all laws will be upheld and wisely administered; that person and property will be protected; that co-operation, to the full limit of propriety, will be adopted and practised. Capital and labor both will be fully employed on a basis that will be fair to each and also to all others, and on a scale of returns that will provide an incentive for investment, development and exertion, and this will insure the largest production at lowest reasonable cost. This will tend to decrease living expenses, increase the comfort and contentment of the people and add to the riches of the nation, which relies on the prosperity of its citizens for the standing and influence among nations to which it is entitled. There will be no necessity, time or desire on the part of the vast majority for listening to the vicious doctrines of self-appointed agitators.

September Investments

A wide variety of investment securities, including government, municipal and corporation bonds, are now available to the investor at unusually attractive rates.

We shall be glad to send copy of our September List on request.

Investment Securities.

A. E. AMES & CO.
UNION BANK BLDG. . TORONTO
TRANSPORT'N BLDG. . . MONTREAL
74 BROADWAY. . . . . NEW YORK

Established 1889

Approved Canadian and American Stock Exchange securities purchased for cash or on account or by partial payments.

Write for current copy—Greenshields' Monthly Review and Investment Suggestions. Sent free on request

GREENSHIELDS & COMPANY
Members Montreal Stock Exchange
Dealers in Canadian Bond Issues
17 St. John Street, Montreal
Central Chambers, Ottawa

INVESTORS' INQUIRIES

Information under this head is given in answer to direct requests from investors who are readers of THE FINANCIAL POST. Many questions respecting securities are answered by mail direct. We would remind correspondents that it is now necessary to enclose 3 cents in postage stamps to cover postage on answers direct.

DORIC RESERVE

L. V. D., Edmonton.—Would you please advise me as to the present value of Doric Reserve stock. The mine is located in the Temagami Reserve, Northern Ontario.

Regarding the Doric Reserve Mining Company we learn that this concern is now in liquidation, and that the Trust and Guarantee Company is acting as trustee. At present the stock has no market value.

It was recently announced that a writ had been issued at Osgoode Hall against Ellisworth Maybee, trustee of the Doric Reserve Co., by F. H. Gooch on behalf of himself and all other shareholders of the above named company. This suit is to secure an issue of bonds worth $15,000, and for the sale of certain lands.

VICTORYS AND INDUSTRIALS

P. H. M., Toronto.—The new Canadian Government National Loan to be issued this fall will pay interest of 5½ per cent. Clarke Bros., Ltd., 7 per cent., 1st mortgage serial bonds will pay 1½ per cent. interest and carry a 20 per cent. common stock bonus. Apart from any question of patriotism is there any reason for giving the Government the preference for an investment of a few thousand dollars?

Apart from patriotism purely as such, there are general business reasons why Canadians should give their support to the forthcoming Victory Loan. It is highly important from the standpoint of national prosperity that this loan should be made a success, and such success will have an important bearing to trade and commerce. The Government is now financing on the banks to a large extent, and a large amount of the money to be raised will be used to liquidate these loans. If the loan is not a success it will mean that funds which are now extended to general trade and industry by the banks will be used for national purposes. A contraction of current loans will naturally have its effect upon business activities.

Considering the two propositions—that is Victory Loan and Clarke Bros. bonds—purely from the investment standpoint, we would say that the margin of 1½ per cent. interest income represents the difference in the class of these securities. If you are in a position to take the more speculative proposition, you will have a very fair industrial bond, and, as you mention, a bonus of common stock. However, if security is the first consideration, the Victory bond issue is undoubtedly the more attractive. Not only is your 5½ per cent. guaranteed, but the Government bonds have a ready market with every chance of some appreciation in value. With an industrial issue, however, there is always the contingency that the industry must make good, and in this there is a certain element of chance no matter how sound the proposition may appear.

EXCHANGE SPECULATION

S. T., Alberta.—Seeing that exchange for both pounds and francs has dropped considerably, I am considering the advisability of transferring some of my funds to the Old Country for deposit in the hope that when the exchange improves, say in three years, I will realise the difference, which might amount to 15 per cent. in Great Britain or 25 per cent. in France. Please give me your opinion on this matter and state if you would consider same as an investment or speculation.

Your idea of transferring Canadian funds to Great Britain, France or some other European country in the hope of gaining some advantage when the present abnormal rate of exchange is improved has attractive possibilities. All indications are that sooner or later there will be a better rate of exchange between America and Europe, and if you were in a position to leave your funds on the other side of the Atlantic indefinitely, that is until such time arrives, we believe that you should gain thereby. Of course, there is no guarantee that the transaction would be a profitable one, but there is every reasonable indication that it would be. If you were setting some definite time for the return of your money it might be different, but if you are in a position to wait until such time as exchange does improve, everything should be in your favor. In the immediate future exchange may go higher from time to time, but all past experience would indicate that such a condition would only be temporary. There is one rather important point to be considered, however, and that is the question of investment on the other side. If you can see an opportunity to invest at a materially higher rate of income in Canada than in Europe the difference should be set against the possible profit in speculating in exchange.

DALYTE ELECTRIC

Listowel.—Could you tell me what the stock of this company is worth and whether you consider it a good holding.

Our reports indicate that the Dalyte Electric Company of Guelph is enjoying prosperity and has an excellent outlook. The company paid its half-yearly dividend on the preferred stock in July, and we understand will pay a good dividend on the common at the end of the year. The company is in good shape financially, and the prospects are that the output this year will be doubled. We hear of recent sales of the common stock at $70 per share.

VICTORYS AND ALBERTAS

H. E. H., Ontario.—Thanks for your kindness of the 21st. However, by what method was it determined that in the case of the "Alberta" paying 4½ per cent. the dividend would not equal the return of the lesser amount in "Victory," that is to say, $10,000 worth of Victory bonds would yield $550 in actual cash, for which was paid the sum of $10,000 at the time of purchase. The point the writer is trying to determine is: how is it that the potential value of which you speak at the date of your letter as being 104 shows a yield of 5.01, and these sold at your price and reinvested in Alberta issue of railroad bonds maturing 1942 yield 5.50. What method do you employ to determine these facts?

It would hardly be possible for us to give you definite technical details as to how the yields on the issues referred to are worked out. There are a number of factors which must be taken into consideration. There is not only the price paid at the time and the rate of interest, but the question of the length of the issue and such minor points as to whether interest is payable yearly or half-yearly. These mathematical problems are all carefully worked out by actuaries and the results compiled in extensive tables for the use of investment brokers. These tables are recognized as authoritative, and the return based thereon is generally accepted. To work out each proposition individually would require exhaustive operations in higher mathematics.

In the particular case you refer to the Victory Loan issue was on a basis of 5½ per cent. At the present time the market has risen until the return has been reduced to 5.01. The Alberta Railroad bonds, while having Government guarantee and high class security, are at present selling at a price to yield 5.50 per cent. The chief reason that the latter are cheaper at the present time is that they can be sold to advantage by British holders in view of the present high rate of exchange between Canada and England. As a matter of fact, while they are so attractive to investors here the market in London has recently been firmer on account of the liquidation in this market.

If you bought $10,000 worth of Victory bonds the investment would be $10,400, and the annual interest would be $550 or 5.01 per cent. for the period of the issue. If you bought the Albertas you would get $10,000 worth for $8,762, with an interest income of $450 or 5.5 per cent. on the actual investment for the period of the issue. In brief, it is a case of $550 on $10,400 or $450 on $8,762, and, other conditions taken into consideration, the latter will actually return in the time of the issue ½ per cent. better. Do not overlook the fact that if you invested $10,400 in Victory bonds and carried them to maturity you would only get $10,000, but if you bought $10,000 worth of the Alberta bonds for $8,762, you would at maturity get $10,000. This, of course, is an important factor in figuring out the relative yields referred to.

SAGUENAY PULP BONDS

Inquirer, St. John, N.B.: "Will you kindly give me your opinion of Saguenay Pulp & Power Co. 6½ per cent. gold bonds. Do you regard them as a safe investment?"

These bonds have been issued on the security of the Chicoutimi Pulp Co., and several other companies which have been developed by the North American Pulp & Paper Companies' Trust. In the case of these companies an endeavor has been made to place the various industries in a stronger financial position than they had been in before. A number of them were being developed with too little financial assistance, much of it coming from several banks which had loaned money on the security of preferred stock or bonds held in the treasury of different companies, or with a security of timber limits and plants. The representatives of the bond holders for the next ten years have been guaranteed control of this company, which is really held technically by the North American Pulp Co. The position of these industries will be much improved as a power plant will be finished and the new pulp mill and a better price has been arranged for the pulp production than has been secured for several years past. A large portion of this year's production has already been sold for export. While this would not rank as a high-class investment until the properties have had a chance to demonstrate the fact that they can greatly improve their earning power and pay all charges as compared with a rather unsatisfactory condition for some years in the past, yet it is very promising, and the new conditions under which everything is being operated should mean a great improvement in the position of all the enterprises.

PERSONALS

N. W. PATERSON, president of the Fort William and Port Arthur Grain Exchange was re-elected to that post by acclamation, following the nominations which closed this week.

CAPT. H. V. BENSON, who has been on military service overseas since the first year of the war has returned to Canada and will re-enter the employ of McDougall & Cowans, stock brokers. Capt. Benson, prior to going overseas was the Ottawa manager of this firm for a number of years.

W. E. MILNER, the newly appointed secretary of the Winnipeg Board of Trade, is an Ontario man, but has been actively identified with the commercial life of the West for the past few years. He was born in Brampton, Ontario, and was once mayor of that town. He unsuccessfully ran as Liberal candidate for the House of Commons for Peel in 1904. He was President of the Winnipeg Grain Exchange in 1916.

S. TEMPLE BLACKWOOD, who for a number of years was a member of the late stock exchange firm of J. Gordon Macdonald and Co., will join the firm of Geo. W. Blaikie and Co. on the 1st of September. P. G. R. Seth, who has been with the last mentioned firm for the past ten years, will be admitted into partnership on the same date. The members of the firm will then be: Geo. W. Blaikie, S. Temple Blackwood and P. G. R. Seth.

J. P. MORGAN'S departure for Europe was explained at his New York offices as a pleasure trip, but observers of the foreign credit situation were inclined to think differently. The head of the firm of J. P. Morgan & Co., which acted as the fiscal agents in this country for Great Britain since the early part of the war, is chairman of the committee of New York bankers which was appointed three months ago to organize the banking interests for a comprehensive movement to finance Europe's post-war needs.

CHARLES H. SABIN, president of the Guaranty Trust Co., New York, is quoted in the American Magazine thus: "The best boss is the one who is least of a boss; the one who gives men the fullest opportunities to develop themselves, to grow to the limit of their capacity. The one-man concern cannot amount to much in these days of big things.' It takes a big, strong, well-organized team to grapple with modern conditions, to turn the wonderful present-day opportunties to profitable account." This throws a flood of light on the wonderful success of Mr. Sabin and others like him.

FRED. A. ACLAND, Deputy Minister of Labor, has been appointed without salary as the third member of the Board of Commerce. It is understood that the appointment is merely temporary and that the Government, after conferring with Judge Robson and W. F. O'Connor, will make a permanent appointment at a later date. The new member, who is English born, came to Canada in 1881, and engaged in newspaper work with the Toronto *Globe*. He remained in newspaper work in Canada, England and the United States until 1907, when he was appointed secretary to the Department of Labor. In the next year he was appointed Deputy Minister.

A. P. FRIGON, who for the third time has been chosen to act as joint chairman for the Province of Quebec during the campaign for the new loan, is a member of the investment security house of St. Cyr, Gonthier & Frigon, Montreal. Mr. Frigon for some time was an accountant, and for a number of years has been a financial adviser of the Sulpician Order. His services in connection with the organization of the various counties, with their wide stretches was proved in the last two years and there was no other suggestion made this year for a French-Canadian partner in the chairmanship.

WALTER LEAF, chairman of the London County, Westminster and Parr's Bank will leave for Canada next week. It will be remembered that this bank acquired a considerable holding in the Royal Bank of Canada some months ago, and it is understood that Mr. Leaf's visit is in connection with this transaction. Mr. Leaf is a man of varied interests, as in fact most bank presidents are. He has published a dozen works on Homer and other Greek classical writers, and has written poetry in Persian metre. His other hobbies are mountaineering, cycling, photography, skating and motoring, and yet he finds time to take an active interest in the affairs of the bank, of which he is chairman of the board of directors.

SIR HERBERT AMES, who has been appointed to join the permanent secretariat of the League of Nations at Geneva, will sail from New York on the Celtic about September 10. Sir Eric Desmond, secretary-general of the league and a man with wide diplomatic experience suggested to the Canadian Government through the High Commissioner, that Canada should furnish a financial director of the internal economy of the organization. The position was offered to Sir Herbert who accepted it. Sir Herbert expects that his work will consist in preparing the annual budget of the expenditure of the secretariat and of the commissions under the direction of the secretariat. It is understood, says the Montreal *Star*, that Sir Herbert will retain his seat for St. Antoine Division in the House of Commons.

HON. ARTHUR L. SIFTON, who has been Minister of Customs since he entered the Unionist Cabinet in 1917, has now been appointed as Minister of Public Works, succeeding Hon. Frank B. Carvell, who, in turn succeeded Sir Henry Drayton as chairman of the Dominion Railway Board. Mr. Sifton is one of the three Western Liberals who joined the Unionist Cabinet in 1917, when it was formed two years ago. Previous to that he had been premier of Alberta since 1910. He has held a dozen varied public offices including Commissioner of Public Works for the Northwest Territories, Chief Justice of the Supreme Court for the Territories, Chief Justice of Alberta, member of the Provincial Legislature and Premier of the Province. His latest official act was signing the Peace Treaty for Canada along with the Hon. Charles J. Doherty, Minister of Justice.

F. G. DONALDSON, general manager of the Montreal Trust Company, will have a very strenuous "job" before him the next three months as chairman of the Province of Quebec Victory Loan Committee in association with A. P. Frigon. Mr. Donaldson succeeds E. A. MacNutt, who acted in this position for the past two years, but this year is over in England and could not secure passage in time. Mr. Donaldson was first associated with Sir Herbert Holt in the old Montreal Gas Company, and his financial ability was recognized by the Royal Trust Company through representing the gas company in relations with them, and he then entered the employ of the Royal Trust A little over a year ago he was appointed general manager of the Montreal Trust Company, again coming into connection with his old chief, Sir Herbert Holt, who is president of the Trust Company.

C. S. CORYELL, president and managing director of the Adams Furniture Company, Ltd., Toronto, whose death occurred in Toronto last week, had been selling furniture in Toronto for thirty-eight years. He was the original founder of the Adams Company in Canada, and during his twenty-four years as president and general manager, he had built up the firm's business to such an extent that it outgrew even the present commodious building it occupies, and a new store is now under construction on Yonge Street. Born on December 30, 1858, in Ypsilanti, Michigan, Charles Coryell began his business career as a clerk in a drug store. In 1879 he went to Toledo and entered the employ of the C. F. Adams Co., and in 1881, opened the Canadian branch of the firm in Toronto. In 1896, with a few associates, he took over the Canadian business of the parent company, and organized the Adams Furniture Co., Ltd. Mr. Coryell was interested in all kinds of clean sport, especially in canoeing, bowling and golfing.

DON'T TINKER WITH ECONOMIC PRINCIPLES

Continental and Chemical National Bank, Chicago.

Lowering the standard of living by artificial methods makes for popularity, but this course ignores economic principles, thus setting aside temporarily the law of supply and demand. But, back of all, is that economic law which grows out of the experience of years and which, in the end, will prevail. Governments, and more especially those recently engaged in war, have borrowed heavily under inflated conditions. It would seem unreasonable to expect that there would be any attempt to meet the interest obligations on such indebtedness contracted under inflated conditions out of taxes to be raised under a deflated condition.

Such being the case, it would appear to be sound business to expect the Governments to refrain from any drastic measures to bring about a general widespread deflation until the public debt had been cared for in permanent form on a basis where the revenues from direct taxation under a moderate revenue law would be ample to meet the interest charges and provide the necessary sinking fund.

RSC
INVESTMENT-SERVICE

Why the Discount on the Canadian Dollar?

The current issue of *Investment Items* is devoted to a readable explanation of Foreign Exchange, with particular reference to the present American and Sterling Exchange situations.

Among other things, it explains why the Canadian dollar is worth only about 96 cents in payment of American goods. It indicates also how this discount can be overcome.

The issue is of timely interest to business men and Investors.

A copy mailed you on request without obligation.

Royal Securities
CORPORATION
LIMITED

Toronto
MONTREAL
Halifax
London, Eng.

Wood, Gundy & Company

Dealers in High Grade

Canadian Government and Municipal Bonds

Correspondence Invited

Toronto Montreal New York Saskatoon

Your Investment Problem

Whether you have much or little money to invest your problem is one of obtaining the security that best suits your particular requirements. Eighteen years of experience in handling Canadian investment securities qualifies us to give you reliable information and advice.

Consult us personally or by mail.

DOMINION SECURITIES CORPORATION LIMITED

HEAD OFFICE: TORONTO 26 KING ST. E.

MONTREAL ESTABLISHED 1901 LONDON, ENG.

ÆMILIUS JARVIS & CO.

OWN AND OFFER

$52,500 TOWN OF NORTH BAY 6% BONDS

ON A BASIS YIELDING

5.80%

JARVIS BLDG. TORONTO, ONT.

Do Not Put Off Until Tomorrow

that definite arrangement for the distribution of your Estate by an Executor or Trustee having the requisite responsibility and experience to ensure your wishes being satisfactorily carried out. Appoint to-day as your Executor and Trustee

The Canada Permanent Trust Company

Toronto St., Toronto

PAID-UP CAPITAL - - - $1,000,000

DIRECTORS:

W. G. Gooderham
J. H. G. Hagarty
F. Gordon Osler
R. S. Hudson
John Campbell, S.S.C.
George H. Smith
William Mulock
Col. A. E. Gooderham
John Massey.
George W. Allan, M.P.

FINANCING

CORPORATION STATE MUNICIPAL

Now is the opportune time to provide for and secure:

ADDITIONAL CAPITAL

Our facilities are offered to you if you contemplate an issue of notes, bonds or stocks.

OTIS & COMPANY

INVESTMENT BANKERS

CLEVELAND, OHIO

DEALERS IN

GOVERNMENT, MUNICIPAL AND CORPORATION BONDS

Correspondence Solicited

A. H. MARTENS & COMPANY

(Members Toronto Stock Exchange)

ROYAL BANK BUILDING, TORONTO, ONTARIO

16 Broadway, New York, N.Y. Harris Trust Bldg., Chicago, Ill

We wish offerings, particularly

Maritime Province Issues

CORRESPOND WITH

W. F. MAHON & CO. Halifax

When selecting a Trust Company as an Executor, choose one whose fixed policy is to give

FINANCIAL ASSISTANCE

to Estates being administered by it.

CAPITAL ISSUED AND SUBSCRIBED $1,171,700.00
PAID-UP CAPITAL AND RESERVE 860,225.00

The Imperial Canadian Trust Co.

EXECUTOR, ADMINISTRATOR, ASSIGNEE, TRUSTEE, ETC.

HEAD OFFICE: WINNIPEG
BRANCHES: SASKATOON, REGINA, EDMONTON, CALGARY, VANCOUVER AND VICTORIA

NEWS OF THE BOND MARKET

PRICES CUT TO CLEAR WAY FOR LOAN CAMPAIGN

Market Continues Under Depression During the Week

LOOKING TO FUTURE

It is Felt That All Values Must Now Be Adjusted to the Basis of the New Government Issue

The bond market this week has been in a very unsettled condition. With practically all the machinery being turned over to the Victory Loan campaign on Monday, there has been a general effort to clear the decks to make things ship-shape until there is a return to normal conditions after the big effort. What those conditions will be is what is puzzling the "talent." On the one hand there has been an effort on the part of a number of houses to dispose of their current holdings at a loss on the present depressed market, rather than take a chance on the future and carry over. On the other there is a feeling that there will be appreciation in values after the flotation of the loan, and that a better market will then prevail, warranting a "pat" attitude.

Altogether, the week's operations have been accompanied by still lower prices and the level of the market has been depressed to a very low point. The result has been very attractive offerings, as dealers desirous of clearing up their position have encountered a restricted demand and have catered to what business is going. It is a curious fact, but one which experience emphatically confirms that the public buys on an upgrade market, and, on the contrary, is inclined to sell or stand-off when there is a slump. The recent developments in bond market have represented a case in point. A few months ago there was a demand for bonds which started a rising market and the public rushed in and pushed the prices higher and higher. But after the turn the public support was withdrawn, and recently there have been offerings on a basis which would have been considered ridiculously cheap a comparatively short time ago.

Period of Adjustment

The period now at hand is recognized as a period of adjustment in regard to bond values in the Canadian market. The forthcoming Government flotation will set the standard by which other Government, municipal and industrial investment values will be judged. Much, therefore, will depend upon the manner in which the new loan is taken up. If the public renders enthusiastic support there will undoubtedly be an appreciation in values all along the line as compared with prices now prevailing. In fact, it would seem from the recent trend of the market that there is some apprehension as to the outcome. After all the other national war issues there has been an adjustment to higher levels in sympathy with the rising market for the Government bonds, but to what extent this will be the case in the future remains to be seen. It is not that there is any real doubt that the campaign will be a success, but unless that success is obtained by the enthusiastic support of the public—the small investor—then there is likely to be a dearth of funds for other issues in the period to follow.

Issues of the Week

There were a number of issues called during the week. York township sold $30,288 of 6 per cent. ten-year locals to the Bank of Commerce at 101.20 and $18,000 of 5½ per cents. to the same buyer at 98.10. Five bids in all were received, too, for the first issue only, and three for both. Following are details:

	$30,288 Issue	$18,000 Issue
Bank of Commerce.....	101.20	98.10
Mackenzie & Co.........	99.80	86.08
Stimson & Co..........	100.03	97.03
Toronto Mortgage Corp.	par	
Housser, Wood & Co....	100.26	

An issue of $50,000 for the united counties of Prescott and Russell, 25 years, six per cents, went to Aemilius Jarvis & Co. at 103.61.

Tenders were also called by Cochrane, Brantford County, Welland and Kellaloe Station, but no information is available as yet as to the results. At Welland a decision was delayed a couple of days, it was reported.

There are some other small issues, for which tenders have been called, but practically speaking, the market will be closed after Monday.

The sale of an issue of $11,514, twenty year, five and a half per cents, to local purchasers is reported at Smith's Falls.

EDMONTON UTILITIES

Earnings Increase and Surplus Is Piled Up

Edmonton civic utilities report a combined net surplus, inclusive of capital and depreciation charges, for July of $13,854.33, as compared with a deficit for July, 1918, of $1,993.52.

The gross earnings for the seven months ending 31st July amounted to $1,148,314.40, while operation and maintenance expenditures were $618,526.92, showing a surplus on operation of $529,787.48 as compared with $468,426.84 for the same period of last year, and after deducting capital and depreciation charges, there is a net surplus on all the utilities, inclusive of the deficit on the street railway for the seven months, of $85,146.85, as against $27,675.82 for the corresponding period of 1918.

For the first occasion within a period of several years, there is a net surplus on the operation of the street railway department after providing for capital and depreciation charges, of $2,218.67 for the month of July, as compared with a net deficit for the same month last year of $7,514.98.

SIGNATURE ON BONDS, NOT ON THE COUPONS

Another Point in Connection With the Mix-Up at Moose Jaw

The situation which developed at Moose Jaw, when, as the result of the decision of Mayor Hamilton to resign, a bond issue for $210,000 was not suitable to the purchasers, because, after other delays, a satisfactory signature could not be given to the coupons of the debentures, emphasizes the responsibility which the chief magistrates of municipalities owe to the ratepayers. Undoubtedly Mayor Hamilton would have followed some other course had he known that his action would cost the city close to $10,000, but ignorance of the consequences does not entirely excuse the action. He should have carefully considered the matter from every angle and sought the best available advice before reaching a decision.

An additional point in connection with the whole matter not made clear in the report of THE FINANCIAL POST last week is that the signature of Mayor Hamilton had already been secured to the bonds and that it could not be put on the coupons thereof to correspond. This was not satisfactory to the clients of the purchasers and the new arrangement was accordingly made. To supplement reports secured from other sources THE FINANCIAL POST last week wired to Commissioner Mackie for a statement in connection with the matter. His reply follows:

> The original issue of $210,000 of Electric Light Extension bonds was sold to Wood-Gundy at 97.66 for delivery about August 1. The debentures were printed with Mayor Hamilton's signature lithographed on the coupons. When the bonds were delivered, Mayor Hamilton had resigned, and so could not sign the debentures. The city asked Wood-Gundy if the deputy-mayor's signature on the bonds would be acceptable and his signature stamped over Mayor Hamilton's signature on the coupons. Wood-Gundy would not accept this, so that it became necessary to reprint the bonds, which will take two or three weeks. Wood-Gundy would not wait this length of time, and refused to take the issue. We eventually compromised with them on a basis of 93.22.

CITY LOSES ON FERRIES

Reporting to the Vancouver city council on the cost of operating the ferry service between the city and North Vancouver, C. R. Lane, city treasurer, stated that the deficit in operation for the first six months of the current year amounted to $16,811.03.

SASKATCHEWAN'S REVENUE

An Increase of $200,000 For Year Ending April 30th

The revenue of the Saskatchewan Provincial Treasurer's Department for the fiscal year ending April 30, 1919, exceeded that of the previous year by nearly $200,000, according to statistics compiled by the department. The total revenue for the year was a little less than $1,250,000, as compared with $1,062,000 for the previous year. The departmental income comprises company and corporation taxes, motor licenses and railway taxes, also theatre, auctioneer, peddler and marriage licenses.

At the last session of the Provincial Legislature an increased scale of taxation on corporations was provided, and while taxes and licenses are applied to the calendar year, the revenue for the fiscal year was partly benefited as the result of the increased scale. Another reason for the increase in revenue is increase in business, a considerable number of new incorporations having been registered since the first of the year.

FOREIGN ISSUES IN U.S. BOND MARKET

A Resumption of European Financing Looked For During September

NEW YORK.—A resumption of foreign financing operations in September is looked for by those who feel that an active investment market will be experienced this fall. Probably the earliest flotation of foreign bonds will be for the account of the three French cities whose present outstanding obligations held here mature on Nov. 1st. It has already been stated that a $60,000,000 issue will be offered in this connection, but this estimate may be too high considering that the bonds to be refunded aggregate only, $36,000,000. Another piece of financing frequently referred to is a Danish loan similar to that recently floated by Switzerland.

So far this year foreign States and cities have borrowed $160,000,000 through the sale to us of bonds. Included in this total are two city issues, Rio de Janeiro, Brazil, and Copenhagen, Denmark.

All of these bonds, the Bond Buyer understands, were readily taken by investors and are now well digested and the condition of the market for foreign bonds at this writing indicates that our bankers would be justified in going ahead with plans for further business of a similar nature.

In a questionnaire recently sent to prominent business men in the United States by a New York banking house the question was asked:

> "Will the financial sense and sentiment of your community sustain our bankers in making loans to Europe during the period of reconstruction and will the American investor be willing to buy and hold the securities that must be created if such a policy is followed?"

There were 1,405 replies. Over a thousand expressed the opinion that investors would support a policy of financial aid to Europe and take the approved securities. The balance, 388, expressed the feeling that we should let Europe take care of herself financially.

ALBERTA SCHOOLS

J. T. Ross, Deputy Minister of Education, Edmonton, announces the result of the sale of Alberta school district debentures on Aug. 28th, as follows:

Block No. 1—100.10, W. Ross Alger & Co.; 100.51 Can. Landed & National Investment; 96.08, Western Trust Co. Awarded to Can. Landed & National Investment at 100.51.

Block No. 4—100.15, W. Ross Alger; 100.78, Can. Landed & Nat. Investment; 100.00, Western Trust. Awarded to Can. Landed and Nat. Investment at 100.78.

Block No. 7—Awarded to W. Ross Alger at 100.15.

Block No. 8—100.15, W. Ross Alger; 100.50, Can. Landed and National Investment. Awarded to Can. Landed and National Investment at 100.50.

Block No. 3—100.12, W. Ross Alger; 100.80, Can. Landed & Nat. Investment; 100.00, Western Trust Co. Not awarded on account of officials of the school district having received sufficient money from arrears of taxes to pay for erection of new school.

OVERSEAS MEN AS BONDSMEN

Royal Securities Corporation Increases Sales Staff to 65

The Royal Securities Corporation announce additions to its staff through the return of men from overseas, and a number of new members of their staff:

Captain T. T. Stoker, M.C., until recently Staff Captain, 1st Imperial Infantry Brigade, B.E.F., has returned from overseas to take up the joint management of Montreal City Sales with Lieut. Harry Newman, 13th Battalion Royal Highlanders. There have been added to the Montreal sales force Major Allan Aitken, recently Brigade Major, 11th Canadian Infantry Brigade, and Lieut. Donald Deeks, who served with the 6th Canadian Field Artillery Brigade.

Lieut. W. A. MacKay, who served in France with the 22nd Battalion, and G. O. Dubuc have become associated with the Corporation and will work with F. X. Saint-Pierre in Province of Quebec territory outside of Montreal.

Bruce Jamieson, recently with the 35th Battery, Canadian Field Artillery, after a period of training at Head Office, has taken charge of the Eastern Ontario territory.

In the Maritime Provinces the organization has been considerably increased. Lieut.-Col. H. G. Wood, late 26th Battalion, has joined the staff of Halifax office under Captain W. B. Milner. Fred M. Keator has been appointed representative for the Province of New Brunswick with headquarters at St. John, N.B.

Lieut.-Col. A. L. Saunders, D.S.O. and bar, M.C., late 8th Battalion, has associated himself with Royal Securities in regard to the development of the Corporation's Western Canadian business.

Royal Securities' definite policy is to continue the expansion of its organization to cover completely the entire Canadian field, as well as portions of the United States and to enlarge its United Kingdom organization.

The town of Lasalle failed to give sufficient approval to a money by-law for improvements for $131,000. The vote was 93 for and 43 against, the amount of valuation in favor being $227,000 and $212,000 against. As the borrowing power of 20% had been reached the by-law required a two-third vote in valuation, which it did not receive.

R. C. Matthews & Co.

Canadian Government Bonds

Investment Securities

C.P.R. BLDG. TORONTO

To Yield 5¾%

An Ontario Town Bond, in various maturities. Full particulars sent upon request. Why not Telephone or write us?

TURNER SPRAGGE & CO

103 BAY STREET TORONTO

TELEPHONE MAIN 4327

McDonagh, Somers & Co.

Government and Municipal Bonds

Dominion Bank Bldg.
TORONTO
Canada

W. L. McKinnon Dean H. Pettes

W. L. McKINNON & CO.

Dealers in

GOVERNMENT and MUNICIPAL BONDS

McKinnon Building - Toronto

W. F. Morgan-Dean Geo. R. Harris

We Will Buy

$25,000

ONTARIO PULP & PAPER

First Mortgage Bonds

Due 1931

Morgan-Dean, Harris & Co.

Investment Bankers

Bank of Hamilton Bldg., Hamilton, Ont.

W. Ross Alger & Co.

Investment Bankers

Private wire service to principal cities in Canada and United States.

We specialize in Western Bond Issues.

EDMONTON - ALBERTA

Stocks Wanted

Volcanic Oil and Gas
Dominion Sugar
Sterling Bank
Trust and Guarantee
Goderich Elevator

J. E. CARTER

Investment Broker, Guelph Ont.

UNLISTED BONDS AND STOCKS

If you have any to sell, we will be pleased to make you a bid, or should you wish to buy, an offering.

The latest reliable quotation on any unlisted security furnished free on request.

Grant Johnston & Co.

MEMBERS MONTREAL STOCK EXCHANGE

66 NOTRE DAME STREET WEST

MONTREAL

TELEPHONE MAIN 5173

ODD LOTS

Provinces

		Price to Yield.
Alberta	1922	5.75
British Columbia	1939	5.50
Manitoba	1939	5.40
New Brunswick	1922	5.75
Nova Scotia	1929	5.40
Ontario	1928	5.35
Saskatchewan	1929	5.50
Cities.		
Toronto	1937	5.35
Winnipeg	1939	5.40
Vancouver	1933	5.70
Halifax	1953	5.40
Calgary	1933	5.85
Victoria	1925	5.75
Regina	1923	5.75
Edmonton	1921	5.90

RENE-T. LECLERC
Investment Banker
160 St. James St. Montreal
Established 1901

We own and offer
$50,000
Town of
MIMICO
30 Year 5½% Bonds
at an attractive price
Mimico is the principal suburb of the City of Toronto and is developing at a rapid rate.
Send for particulars.
C. H. Burgess & Co.
Bank of Hamilton Building
TORONTO

$25,000.00
CITY OF TORONTO
(Harbour Commissioners)
GOLD 4½% BONDS
DUE 1953
PRICE TO YIELD 5.30%
J. F. Stewart & Co.
106 Bay Street Toronto
Telephone Adelaide 2991

We Own and Offer
PROVINCE OF BRITISH COLUMBIA
5½% BONDS
Due 1929
Price to Yield 5.40%
McKAY & McKAY
306-7 C.P.R. Bldg., TORONTO
Telephone Ade. 5682-3

Trustee Investments

	To Yield
City of Toronto	5.35%
City of Hamilton	5.35%
City of North Bay	5⅝%
City of Calgary	5.85%

Full Particulars
Upon Request
Housser, Wood & Co.
INVESTMENT BANKERS
10-12 King St. East, - Toronto

C. P. R.
Selected Farm Lands in Manitoba, Saskatchewan and Alberta for sale on 20 payments. For booklets and full information write
J. J. WHITE
C.P.R. Land Agent
Orangeville Ont.

DEBENTURES FOR SALE

SEALED TENDERS addressed to the undersigned will be received on or before noon, September 15th, 1919, for the purchase of the following issue:—

$75,000.00 TWENTY-YEAR SIX PER CENT. ELECTRIC LIGHT DEBENTURES.

Dated August 1st, 1919. Sinking Fund Plan. Interest payable half-yearly. The highest or any tender not necessarily accepted.

B. C. BRACEWELL,
Treasurer.
Penticton, B.C., August 28th, 1919.

FIELD OF MUNICIPAL FINANCE

PLAN WOULD PUT MORE EFFICIENCY IN CIVIC FINANCES

Would Have Local Money By-Laws Reviewed by Provincial Bureau

AN EXPERT'S VIEW

Bureau at Present Too Weak to Do Good Work, But Could Correct Many Abuses if Properly Staffed

The Ontario Municipal Association, which met in convention in Toronto last week, passed a resolution that is worthy of attention, coming as it did from a delegation of civic officials and councillors. Deploring the present lack of efficiency in municipal construction work and its financing, the resolution asked that all by-laws, plans and specifications providing for the construction of permanent improvements and the issue of debentures therefor, should be approved by the Bureau of Municipal Affairs. The convention left some doubt as to its sincerity in passing this resolution by its action on the resolution, asking for the appointment of a Provincial Assessor with authority to make local assessors carry out the provisions of the Ontario Assessment Act. This resolution was rejected, and such phrases as "paternalism" and "no Government interference" were used.

Even granting that the municipalities would stand for the Government supervision of their financing called for in the resolution, passed by their delegates, it is hardly likely that the idea can be effectively applied. The Bureau of Municipal Affairs in Ontario, as at present constituted, is not in a position to render an effective service along those lines. It was authorized by provincial statute in 1897, but never came into being until last year, when the Government's housing scheme was promulgated. Then J. A. Ellis, of the Railway and Municipal Board, was appointed director of the bureau and placed in charge of housing. With eighty-five municipalities taking advantage of the housing scheme it is improbable that Mr. Ellis has time to look after the finances of 900 municipalities.

Methods of Municipalities

According to a well-known municipal expert, who has been a student of civic affairs for nearly a quarter of a century, the Bureau of Municipal Affairs could correct many abuses in municipal finance and government if it were given the authority intended by the framers of the bill that founded it. "The board should have a staff of travelling engineers and auditors, whose services would be at the command of the smaller municipalities," he told THE FINANCIAL POST. "At present the small municipalities, that cannot afford engineering experts, proceed with public works that are absolutely beyond the ability of their mediocre town engineers. Very few municipalities in Ontario keep their finances the way they should. Many of them even borrow from their sinking funds, and impaired credit naturally results. As for the question of assessment reform, about which so much is heard, the municipalities have it within their own power to reform assessments. If a Provincial Assessor were appointed he could see that assessment were on an equitable basis throughout the entire province, but municipalities refuse to obey even the present Assessment Act. They resent provincial interference or aid whenever it is offered, and plead lack of provincial co-operation when it is not offered."

CHANGE IN ASSESSMENTS

Toronto May Reduce Taxes on Smaller Homes by Ontario Act

The civic assessment committee in Toronto intend recommending to the city council the inclusion in the city's by-laws of the permissive legislation, passed at the last session of the Ontario legislature, which allows municipalities to lower assessments on small homes. Under the act, taxes on dwelling houses assessed at under $4,000 can be imposed on a percentage ranging from 50 per cent. to 90 per cent. of the assessment, according to value.

As school taxes are not exempted by the act, the net reduction would be about 25 per cent. on the smaller homes and less on more expensive homes approaching the $4,000 mark. Of course, an increase in the general tax rate would follow the adoption of the by-law.

Another by-law being considered by the committee permits the municipality to exempt from all taxes except local improvement and school taxes, homes assessed at less than $3,000 occupied by returned soldiers. The limit of exemption would be ten years.

EDMONTON'S TAX RATE

Will Be 35 Mills—Other Western Cities

EDMONTON—Edmonton's tax rate for the current year is 35.30 mills. This was passed by the City Council after the city comptroller had submitted his estimate of expenditure and also the revised estimates for the year.

In addition there is the one mill patriotic levy on land alone. The rate last year was thirty mills, excluding the one mill patriotic levy.

Edmonton is not alone in having a higher mill rate this year and it is interesting to note how some other cities stand in this respect, as set out in the following:

	1918	1919
Lethbridge	—	38.87
Winnipeg	20.00	23.00
Victoria	25.00	26.65
Calgary	30.00	35.75
Regina	30.00	35.00
Moose Jaw	27.20	35.00
Edmonton	30.00	35.30

Money By-laws

Those investors who wish to keep in touch with the municipal bond market will find this department useful. It aims to be accurate and convenient. THE FINANCIAL POST makes a specialty of municipal bond news. Municipalities will find it to their advantage to send in direct news of contemplated bond issues.

TENDERS WANTED

Sept. 15, Charlottenburgh Township.—$30,000, at 5½ per cent., payable in twenty equal annual instalments.—Geo. A. Watson, Clerk, Williamstown.

Sept. 15, Trail, B.C.—$15,500, 7 per cent., half-yearly, 20 years, for civic improvements.—Wm. E. B. Monypenny, Clerk.

Sept. 20, Rural Municipality of Pipestone.—$10,500, telephone debentures, interest payable half-yearly, 20 years.—G. F. Birney, Sec.-Treas., Reston P.O., Man.

BY-LAWS TO BE VOTED ON

Sept. 11, Regina.—$14,000 for permanent paved track crossings; $40,000 extension of light and power; $2,800 sewer connections; $4,200 water connections.

Sept. 20, Capreol.—$2,000 for erection of market building, etc.; $8,000 for erection of fire hall, etc.

Sept. 12, South Cypress.—$4,000 for the purpose of erecting a curling and skating rink.

Sept. 20, Windsor.—$75,000 for various local improvements.

Verdun, P.Q.—$75,000 for extension of electrical plant.

Sept. 15, Bracebridge.—$4,000 for erection of a hose tower and stable.

BY-LAWS PASSED OR DEFEATED

York Township.—$38,600 for two sites; $172,650 for two new school buildings. Passed by Council Sept. 2.

DEBENTURE NOTES

Ingersoll.—At a meeting of the Board of Education held recently the question of a proposed central school was under discussion. The council having declined to grant the $120,000 requested for the proposed school, it was unanimously decided to ask them to submit a by-law to provide for the raising of this sum.

Chatham—The ratepayers of Chatham will be asked to vote on by-laws providing for the extension of the waterworks plant, a proposed scheme for merging the Water Commission into the Public Utilities Commission, the proposed extension of the parks and playgrounds system, the athletic park, and the proposed scheme for changing the present form of civic government to that of government by city managership.

Pictou County, N.S.—It is understood that the offer of D. A. Cameron for the $100,000 5½ per cent. 20-year asylum debentures, although the highest out of three, was not accepted. All bids were rejected, and later, the county sold $60,000 of the debentures privately at par.

Toronto.—At a meeting held on Thursday, in which the Board of Education trustees and the controllers clashed repeatedly, the latter sent on to Council a by-law providing for an issue of debentures amounting to $500,000 for new schools. This was the by-law held up at the recent meeting of Council, on the ground that no further funds should be provided until the building department is reorganized.

Calgary.—At a meeting of the City Commissioners held recently it was recommended that a $175,000 30-year by-law be prepared and submitted to the Utilities Commission and to the ratepayers of the city, and if approved to be expended as follows: Hospital annex, $20,000; hospital wing (mil.), $120,000; hospital wing (heating), $12,000; land (Robinson and Tapprell), $23,000. The recommendation will be submitted to the council at the next meeting.

BOND SALES

$20,000 Abitibi, debs., at 101; $24,500 Asbestos at 78; $2,500 Canada Bread at 94¼ to 94; $2,000 Can. Car at 86; $2,000 Can. Felt at 96; $14,800 Can. Cement at 100; $1,100 Cedar Rapids at 87¾ to 87; $3,000 Dom. Canners at 94; $2,000 Dom. Textile at 99½; $19,600 Montreal at 102 to 100¼; $5,000 Montreal Trams., debs., at 71½ to 70½; $1,000 N.S. Steel at 83¾; $10,000 Penmans at 93¾; $43,300 Quebec Rly. at 64½ to 63½; $1,000 Spanish River at 105; $10,000 Sher.-Williams at 100¼; $21,800 Wayagamack at 86 to 85½; $269,750 Victory Loan (1922) at 100¼ to 100; $363,150 (1923) at 100⅛ to 100; $20,250 (1927) at 102 to 101½; $543,800 (1933) at 104⅛ to 103⅜; $121,700 (1937) at 105¼ to 104⅝; $60,100 War Loan (1925) at 97½ to 97; $46,900 (1931) at 99 to 97⅝; $49,100 (1937) at 100 to 99¾.

NOVA SCOTIA FACES POWER PROBLEMS

Question as to Whether Private Development Would Not Be More Efficient

By Special Representative

HALIFAX.—The appointment of the Nova Scotia Water Power Commission, recently announced, is the culmination of two acts passed at the last session of the provincial legislature, the design of which is to supply to the province cheaper and more abundant electrical or other energy than it now possesses. The personnel of the commission consists of Hon. E. H. Armstrong, commissioner of public works and mines, Halifax, chairman; Frank C. Whitman, of Annapolis Royal; and R. H. McKay, of New Glasgow.

The first of the two acts placed on the statute books provided that all waterways in the province should come under the jurisdiction of the Government, just as the crown lands are. This wiped out all uncertainty as to where the Government stood in case they wished to embark on a policy of hydro-electric development. The second act was the one under which the commission now named was made possible. The first was general, the second specific, and it is up to the commission to go ahead and take advantage of what had previously been provided for.

It is estimated by the Government engineers that there are streams in this province that can develop 500,000 horse-power, and they have actually in sight waters available for development of at least 300,000 horse-power. These are so widely scattered that it is considered impossible to harness them up into one big concern unless under one control, such as the Government believes is capable of being done under some such arrangement as is proposed under the legislation being brought into play. The bill gives the commission the right to expropriate streams wherever they may desire to take possession of them for the purpose of the act, but where development has already been made there would, of course, be compensation. There is a difference recognized between streams that may be privately controlled but with no development, and those where work has been done in making them in a measure power-producing plants. The only rights any one ever had in the streams of Nova Scotia was in ownership of land approaches to them, but under this act nothing like that would be allowed to interfere with the purposes of the Government and the Power Commission.

So far as known nothing definite has been proposed by the commission, but the public will look to it, now that it has been appointed, to quickly show that it is not merely a commission on paper. Nova Scotia needs cheap power and it needs it more and more every day. The legislation that is now going into effect is largely due to the investigations and study of H. K. Smith, of Ontario, a representative of the federal water powers authority who has been in this province for some time collaborating with the provincial engineers in a survey of the power situation in Nova Scotia. Whether private initiative, given the opportunity, might not be more effective, is the question asked by many.

MONTREAL PAYS $300,000

Cook Construction Company Gets Big Award Against City

The award of the Board of Arbitration appointed to adjudicate on the differences between the City of Montreal and the Cook Construction Company, in connection with the widening of the city aqueduct, orders the city to pay the company $308,000 damages.

Claims allowed against the city aggregate $438,000 of the $1,775,000 demanded by the company. On the other hand $130,000 of the city's counter-claim of $412,000 was allowed by the board.

The Corporation of the CITY OF TRAIL

BRITISH COLUMBIA

SEALED tenders will be received by the undersigned up to 5 p.m. on Monday, September 15th, 1919, for the purchase of $15,500 civic improvement debentures, dated October 1st, 1919, maturing October 1st, 1939, bearing 7 per cent. interest payable half-yearly on April 1st and October 1st.

No ten[illegible] necessarily accepted.

WM. E. B. MONYPENNY,
City Clerk.

OUR CHARGES

Our charges for the management of an estate are no more and often less than those of a private executor. They are fixed by the Surrogate Court Judge when he audits the estate accounts. The amount which he allows, as the Order of the Court reads is: "a fair and resaonable allowance, for our care, pains, trouble, and time and personal disbursements expended in and about the administering, arranging and settling the affairs of the said estate."

THE
TORONTO GENERAL TRUSTS
CORPORATION
Head Office, 83 Bay Street, Toronto
Branches at Ottawa, Winnipeg, Saskatoon and Vancouver

McDougall & Cowans
(Members Montreal Stock Exchange)
93-95 NOTRE DAME STREET WEST, MONTREAL
Branch Offices:
Quebec Toronto Ottawa St. John Winnipeg Halifax
Connected by Private Wire

HIGH GRADE PULP AND POWER ISSUE
6½%
SERIAL SECURED GOLD BONDS
SAGUENAY PULP AND POWER COMPANY
Maturing from July 1921 to July 1934
PRICE: Par and Interest
BEAUSOLEIL LIMITED
112 St. James St. (Canadian Investment Securities) Montreal

Business Founded in 1795
AMERICAN BANK NOTE COMPANY
(Incorporated by Act of the Parliament of Canada)
BANK NOTES, BONDS, STOCK CERTIFICATES, CHEQUES AND OTHER MONETARY DOCUMENTS
SPECIAL FACILITIES FOR THE PREPARATION OF MUNICIPAL DEBENTURES
HEAD OFFICE and WORKS
OTTAWA
Branches:
TORONTO MONTREAL WINNIPEG

We are prepared to underwrite well secured bond issues of Industrial Corporations in good financial standing
R. A. Daly Co.
BANK OF TORONTO BUILDING
TORONTO

ESTABLISHED 1884
The Financial News
DAILY. ONE PENNY.
Offices: 111, Queen Victoria St., London, E.C. 4
The Financial News is the oldest and most influential Daily Financial newspaper in the world; and is acknowledged to be the most Potent Authority in the World of Finance, and an Advertising Medium of unique value.
SPECIAL FEATURES
Banking, Insurance, Mining, Rubber, Oil, Engineering, Shipping, Land and Estates, Miscellaneous Industries, Etc. Etc.
Read **The Financial News**
THE GREAT CITY DAILY.

TO ERR IS HUMAN
and the best of us are only too human. That's why so many wills are contested in court. When you appoint a friend or relative as the executor of your will, personal differences and prejudices are bound to creep in.
A corporation is always impartial, always on the job, and always reliable.
Consultation invited.
Write for particulars to-day.
MERCANTILE TRUST COMPANY
of CANADA Limited
HAMILTON - - ONTARIO
Cyrus A. Birge, President
S. C. Macdonald, Manager
Major Henry L. Roberts, Vice-President
James Turnbull, Vice-President

THE GREAT LAKES

One of the most delightful trips offered for summer vacationists is the one via the Northern Navigation Co's. steamers plying between Sarnia, Sault Ste. Marie, Port Arthur and Duluth. The boats of this company, operating in connection with the Grand Trunk Railway System, are the largest passenger steamers on the Great Lakes. They are magnificently equipped and the service afforded is unsurpassed. The route is also a delightful way to reach Western Canada. Ask any Agent of the Grand Trunk for illustrated folder giving full particulars, or call, or write to C. E. Horning, D.P.A., Toronto, Ont.

SIZE, STRENGTH, LIBERALITY

The Sun Life Assurance Company of Canada, with over $840,000,000 of business in force, has all the advantages that size can bring to a life company.

With assets of over $97,000,000 and surplus of over $8,000,000 it has decided strength and safety.

Its policy, conditions and dividend record have earned for it an enviable reputation for liberality, while its record for fair dealing is unexcelled.

For information as to contracts, communicate with the nearest Division office, or with the Company's Head Office in Montreal.

SUN LIFE ASSURANCE COMPANY OF CANADA
HEAD OFFICE—MONTREAL
T. B. MACAULAY, President

BRITISH COLONIAL
FIRE INSURANCE COMPANY
MONTREAL
Authorized Capital - - $2,000,000.00
Subscribed Capital - - 1,000,000.00
Paid-up Capital - - - 247,015.79
General Fire Insurance Business Transacted
Theodore Meunier, Manager

The Independent Order of Foresters

Furnishes a Complete System of Insurance

Policies issued by the Society are for the protection of your Family and cannot be bought, sold or pledged.

Benefits are payable to the Beneficiary in case of death, or to the member in case of his total disability, or to the member on attaining seventy years of age.

Policies issued from $500 to $5,000. For further information and literature, apply to

Benefits Paid 63 Million Dollars

FRED J. DARCH, Secretary
W. H. HUNTER, President
S. H. PIPE, F.A.S., A.I.A., Actuary
HEAD OFFICE - - - TORONTO

CONSERVATION OF LIFE INSURANCE

Life insurance is of supreme value in these uncertain times. Life insurance should not only be jealously guarded and kept in full force, but it should be increased if at all possible. It is a well known fact that the dollar has greatly diminished in value so that a given income will not purchase much more than one-half the amount that it would have yielded in pre-war days. Not only, therefore, should we resist every inducement to relinquish our insurance, we should rather increase our protection to the limit of our ability. Ther is nothing else to be compared with a life insurance policy as a protection for the home. During the policyholder's life it is an asset of ever increasing value: at death it is the financial anchor of one's dependents. Do not allow your "best friend" to induce you to give up a policy in a sound company. Take a new policy if you can, but never give up the old!

THE MUTUAL LIFE ASSURANCE COMPANY OF CANADA
WATERLOO : : ONTARIO

5½% INTEREST RETURN

INVEST YOUR SAVINGS
In a 5½ DEBENTURE of
The Great West Permanent Loan Co.
SECURITY
Paid-up Capital $2,412,578.81
Reserves 964,459.39
Assets 7,086,695.54
HEAD OFFICE, WINNIPEG
B ches: Toronto, Regina, Calgary, Edmonton, Vancouver, Victoria, Edinburgh, Scotland.

THE
CANADA NATIONAL FIRE
INSURANCE, COMPANY
HEAD OFFICE: WINNIPEG, MAN.
TOTAL ASSETS $2,468,523,08
A Canadian Company Investing its Funds in Canada
APPLICATION FOR AGENCIES INVITED
TORONTO: 20 KING ST. W. Lyon & Knowland, Agents

WHEN YOU DIE

Will your Estate be properly administered?
If you appoint a private Executor, who will replace HIM when HE dies?
The MONTREAL TRUST COMPANY, being a Corporation, never dies. Therefore, if you appoint that Company your Executor, the proper administration of your Estate will be assured. Consultation solicited.

MONTREAL TRUST COMPANY
Sir Herbert S. Holt, President A. J. Brown, K.C., Vice-Pres.
TORONTO OFFICE: 61 YONGE STREET
J. F. HOBKIRK, MANAGER

REAL ESTATE AND INSURANCE

THE ARGUMENTS IN SUPPORT OF CO-INSURANCE

Many Maintain That it is the Only Equitable Basis

BENEFITS INSURED

A Lower Rate Can be Given to Policyholder—Some Other Advantages Are Explained

The question of a "co-insurance" clause in fire insurance, which has been dealt with in these columns recently, is proving a fruitful subject of interest. That it is the only equitable system, many maintain. It does, of course, provide the assured with a lower cost of premium, and this naturally is the most cogent argument the insurance company's agent, or the broker, can employ.

"While the average co-insurance policy calls for 80% of the value of the property being insured, in the case of sprinkler risks, we demand 90%, but the rates are so low in this business that it would not pay us, if for instance, a man wanted to take out a $10,000 policy on a $100,000 property. He must maintain it to 90% or be his own insurer. The price we charge is much less under a co-insurance clause: on a policy I wrote for $20,000 I was able to reduce a 1% rate or $1 to 80 cents, that is, I gave a discount of 20%. Or my client was able to get $20,000 insurance for what he could get $16,000 before.

"But the ordinary business man neglects to increase his insurance when the value of his stock or building or other property goes up, and in the case of a partial loss by fire he is a loser. The up-to-date broker should always see that this is done when a renewal comes in: too many agents after a few years, overlook the original contract."

Assessment vs. Insurance

An insurance company doing business in Canada has sent out to its agents a circular on the subject of co-insurance and its purpose. In this it is declared that to name a premium and not provide for a percentage of the value of the property insured to equalize as between property owners the payment of premium, is as though a tax rate on property of say, 2% was levied by the authorities, but the assessment of valuations was left to each individual to tax for himself. . . ." Thus a man might assess himself $8,000 on a $10,000 property and pay a tax of $160, and another pay only $80 on a self-made assessment of $4,000. This system of taxation would be denounced as unjust. "The like principle obtains exactly in fire insurance and it is the public, not the insurance companies, who suffer finally the inequity and injustice, and it is the public who should demand that the co-insurance principle be universally applied for its own protection."

Then the instance is given where "A", who is fair-minded, insures for $8,000 and pays $80; "B" says $4,000 is enough and pays $40; while "C" takes out $6,000 and pays $60, and "D", $5,000 and pays $50. The total premiums paid in amount to $230 instead of $320, a reasonable rate at say, 1%. In the course of time companies find their premiums on this class of business are not enough to pay losses, expenses and profit; they must be advanced to 1.4 instead of 1%.

Result is: "A" pays $112 now; "B" pays $56, "C" pays $84 and "D", $70, giving the required total of $320, but "A" is unequally mulcted, while "B", "C" and "D" are variously favored."

How it Works Out

In explaining, just how the co-insurance clause works out, the company points out (taking 80% as an instance):

First, that the co-insurance clause has no effect where the amount of insurance is equal to the 80% or exceeds it.

Second, the co-insurance clause has no effect when the amount of loss is equal to 80% of the value of the property, or exceeds it.

It operates only when both the loss and the insurance are less than the percentage agreed on, be it 80% or 90%, or whatever it is.

The example cited of where the insured incurs a loss through not keeping his insurance up to 80% of the value of the property is where this value runs up to $10,000, and insurance is left at $6,000 and the loss is $6,000 or less. In this case, the company says that the assured has been paying on only $6,000 instead of $8,000, and therefore he will be paid only that proportion, i.e., 6-8 of the loss, or $4,500 instead of $6,000. The net loss is $1,500 for the failure to keep the insurance up to the increased value of the building or other property.

WINNIPEG'S TAXES

WINNIPEG—One-third of Winnipeg's $375,000 business tax levy has been collected within 10 days. The figures issued by the city tax collector constitute a record, despite the fact that the assessment is $32,000 higher than last year. These collections, together with increasing bank returns, indicate that Winnipeg business is experiencing an appreciable boom.

INFLUENZA COST COMPANIES OVER HUNDRED MILLION

Epidemic Drained Surplus Funds to Amount of $77,000,000

Over a billion dollars was disbursed by insurance companies in the United States and Canada during 1918, according to figures now issued by the Insurance Press. The mortality rate went up 32% over 1917, and 14% over the average for a score of years, mainly due to the ravages of the influenza epidemic. The increase in death losses amounted to about $123,000,000 in the United States and Canada, and to meet this drain on their resources, the surplus funds of the companies were depleted by $37,000,000. Normally the increase of surplus would have been $40,000,000, indicating a direct draft on surplus of $77,000,000.

Payments by the insurance companies during 1918 were as follows: death claims, matured endowments and annuities, $660,075,000; payments for premium savings, and for lapsed, surrendered and purchased policies, $263,025,000; payments by the Bureau of War Risk Insurance, $192,710,000, a total of $1,115,810,000.

Canadian cities rank as follows in the amount of insurance paid out in 1918: Montreal, $2,455,000; Toronto, $1,104,000; Winnipeg, $541,000; Vancouver, $443,000.

Some of the larger Canadian insurance claims were: N. Bruce Mackelvie, New York, $366,526; W. J. Poupoure, Montreal, $238,549, Howard C. Stone, Montreal, $58,692; William Parker, Ottawa, $52,000.

A report by the Department of Insurance of Canada gives $9,803,000 as the amount of the influenza claims incurred by Canadian companies.

Canadian companies had war claims amounting to $6,715,000 in 1918, and during the entire period of the war, the total amount of war claims was $20,510,000. Throughout the United States and Canada war claims amounted to $23,000,000. This includes all deaths in the service, excluding those from influenza.

LIFE INSURANCE ACTIVE

Business Booms and Applications Are Still Coming

Insurance companies report unprecedented increases in life insurance business. They give as the reasons for the numerous applications for life policies the lessons of thrift taught by the Victory Loan campaign, and the lessons of unpreparedness taught by the ravages of the "flu" epidemic, that left many families unprovided for. Money is in circulation to a large extent, and people realize that life insurance has not advanced in cost like anything else.

An indication of this recent trend of affairs is seen in the announcement of the Canada Life Assurance Company that their business for this year is already more than the entire amount written up in 1918.

INSURANCE FOR VETERANS

Disabled Men Need Protection, Says Underwriters' Association

Immediate steps to devise a system of life insurance for nearly 50,000 Canadians who have been in some manner disabled on service by wounds or gas, should be taken, in the opinion of the Life Underwriters' Association of Canada, which passed a unanimous resolution to this effect at its Calgary convention.

Moving the resolution, Major L. M. Bidwell, of the Mutual Life of Canada, Saskatoon, said:

"There is no man in the Dominion to whom the benefits of life insurance are more necessary, or should be more readily available, than the disabled men. There are men who have lost limbs, have been badly gassed, and in many different ways have suffered disabilities. They need insurance most and cannot get it; the underwriter cannot sell it to them. We have got to devise a means whereby all these difficulties may be overcome. The disabled veterans have been trying to get it on the same basis as men of sound physique. We must put the whole weight of our association behind this movement."

FURTHER POINTS ANENT CHARGES OF PROFITEERING

Real Estate Men and House Owners Present a Case

REGARDING INTEREST

Mortgage Companies Entitled to 6½ or 7% in Relation to Other Investments Offering

Notwithstanding the great increase in the number of houses being built in Toronto there is still an acute shortage of workingmen's homes. The building now being done by the Housing Commission has not relieved the situation and the members of the Housing Commission have stated that buyers are not coming forward as they expected they would. Mayor Church has intimated on various occasions that the landlords were profiteering in rents and taking advantage of existing conditions. Real estate men interviewed by the FINANCIAL POST are highly indignant at being classed as profiteers and state that rents have not been advanced unreasonably. With the possible exception of a few isolated instances, more particularly in apartment houses, we doubt if there has been any profiteering in Toronto rents as yet.

During the war and following the collapse of the real estate boom during 1913 and 1914 there were thousands of vacant houses in Toronto. Rents dropped more than 50% in a few months and many landlords were glad to have tenants in who would take care of the property and pay enough rent to meet the taxes. This condition existed throughout Canada and the United States to a greater or less degree, depending on the particular locality and the conditions prevailing in such districts.

Back to Old Levels

As the demand for houses increased, rents started to go up until in the spring this year most landlords had their properties renting again on the old pre-war basis. The net revenue derived from most houses is, the owners declare, a fair and reasonable return on the investment, and would not exceed 7% allowing for repairs, depreciation and a reasonable sum for looking after the property, such revenue being figured on the basis of cost before the war, and does not take into consideration the greatly increased cost of building to-day and the consequent increased value of all houses. Landlords, as a rule, consider that the rental value of any house should be one dollar per 100 dollars per month, or a house valued at $5,000 should rent for $50 per month. Many houses in Toronto to-day do not bring this rental.

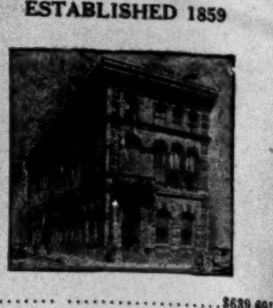
The city of New York undertook to investigate rents, and a commission was appointed to investigate charges of profiteering. The commission, which is now sitting, has found that in the majority of cases the rents charged are fair and reasonable and the landlords only receiving what could be considered as a reasonable return on the amount invested.

Question of Transportation

Real estate dealers in Toronto who have had a long experience and are closely in touch with the situation attribute part of the shortage of houses to a lack of adequate transportation in the city limits and point to North Toronto, which has a population of approximately 18,000, with land inside the city limits sufficient to house 250,000. Thousands of acres of the choicest building lots in Toronto lie undeveloped in North Toronto within 3 miles of the centre of the city without roadways, sidewalks, sewers, water or gas, and choice lots can be bought as low as $10 per foot within a thousand yards of Yonge street. Speculative builders when interviewed state they could build enough houses in North Toronto to satisfy the demand if this district had transportation.

Charges are also made that the loan companies are "profiteers" because they charge 6½ or 7 per cent. on mortgages. Such charges hardly need any other answer to refer to the fact that the Dominion Government loans bear 5½ per cent. interest and that other gilt-edged bonds return proportionately higher. If other investors in real property do not get a higher return for their money than the mortgage companies—and we doubt if they do on the average—then there is yet no real indication of profiteering.

The London Mutual Fire
Insurance Company
ESTABLISHED 1859



Assets $639,601
Surplus to Policyholders 164,317
DIRECTORS:
A. H. C. CARSON, Toronto, PRESIDENT
F. D. WILLIAMS, VICE-PRESIDENT
A. C. McMASTER, K.C. W. T. KERNAHAN
S. G. M. NESBITT W. H. HUNTER
H. N. COWAN.
HEAD OFFICE, 33 SCOTT STREET, TORONTO.

CANADIAN ORDER OF CHOSEN FRIENDS

The Order furnishes life insurance to members in accordance with the Standard of the Government of Ontario. Sick and funeral benefits are also given if desired.

No charters are granted to Local Councils outside of Canada. Being confined to this healthful Northern Zone, the death rate is small and rates proportionately low. The Order has already paid over five million dollars in death and disability claims, and over five hundred thousand dollars in sick and funeral benefits.

Over 650 Councils in Canada. If there is not one in your locality there should be. For full information write to any of the following officers:

J. L. Davidson, Grand Councillor.
W. F. Montague, Grand Recorder.
W. F. Campbell, Grand Organizer.
J. H. Bell, M. D., Grand Medical Ex.
HAMILTON - ONTARIO

British America Assurance Co.
Fire, Marine, Hail and Automobile Insurance.
HEAD OFFICE - - LONDON
BOARD OF DIRECTORS: W. B. Meikle, President and General Manager; Sir John Aird, Robert Bickerdike (Montreal), Lt.-Col. Henry Brock, Alfred Cooper (London, Eng.), H. C. Cox, John H. Fulton (New York), D. B. Hanna, E. Hay, John Hoskin, K.C., LL.D., Z. A. Lash, K.C., LL.D., Geo. A. Morrow, O.B.E., Lt.-Col. the Hon. Frederic Nicholls, Brig.-Gen. Sir Henry Pellatt, C.V.O., E. R. Wood.
Assets over - $4,000,000.00
Losses paid since organization, over - $45,000,000.00

Western Assurance Company
Fire, Marine, Automobile, Explosion, Riots, Civil Commotions and Strikes. Insurance.
Incorporated 1851
HEAD OFFICE, TORONTO, ONT.
Assets over - $7,000,000.00
Losses paid since organization over - $74,000,000.00
BOARD OF DIRECTORS: W. B. Meikle, President: Sir John Aird, Robert Bickerdike (Montreal), Lt.-Col. Henry Brock, Alfred Cooper (London, Eng.), H. C. Cox, John H. Fulton (New York), D. B. Hanna, E. Hay, John Hoskin, K.C., LL.D., Z. A. Lash, K.C., LL.D., Geo. A. Morrow, O.B.E., Lt.-Col. the Hon Frederic Nicholls, Brig.-Gen. Sir Henry Pellatt, C.V.O., E. R. Wood.

5% AND ABSOLUTE SECURITY
Over 200 Corporations, Societies, Trustees, or Individuals have found our Debentures an attractive investment. Terms one to five years.
The Empire Loan Company
Winnipeg, Man.

For the well groomed man
TEXEND BRACES
Finer than the imported
The Dominion Suspender Co. Limited
NIAGARA FALLS, ONT.

SOLICITORS
TORONTO
BLAKE, LASH, ANGLIN & CASSEL
Barristers, Solicitors, Etc.
Canadian Bank of Commerce Building,
Toronto
Cable Address: Blakes, Toronto.
General Solicitors for the Canadian Bank of Commerce, National Trust Company, Limited, etc.

CHARTERED ACCOUNTANTS
EDMONTON, ALTA.
Baldwin, Dow & Bowman, Jackson Block

PERMITS ISSUED IN JULY RECORD LARGEST ADVANCE

Building in Canada For Seven Months $11,000,000 Ahead of Last Year

TORONTO'S SHOWING

Issues Permits Totalling Over $2,000,000—Montreal Makes Big Gain and Runs Up Million and a Half Total

There has been no let-up in the value of building permits issued throughout Canada, and the total for the first seven months of this year is now nearly $11,000,000 ahead of the total for the same period last year. Permits issued in July totalled $8,132,278, a gain of $2,270,731 over last year's total of $5,861,547, and the largest amount of any month this year. These figures are for twenty-three Eastern cities and fourteen Western cities.

As in previous months, Toronto leads the cities of all Canada, and for the first time this year went over the two million mark. Its building permits totalled $2,155,250, a gain of $1,050,487 over last year. Montreal went over the million mark in July with permits totalling $1,484,999, a gain of $610,045 over the same month last year.

There has been a decline in building in some of the smaller cities, and decreases are noted by Halifax, St. John, Quebec, Brantford, Kingston, Welland, Peterborough, Brampton, St. Boniface, Man., Moose Jaw, Saskatoon, and Ottawa. Only seven cities show a net decline for the entire seven month period. They are St. John, Welland, Ottawa, St. Boniface, Winnipeg, Moose Jaw and Saskatoon.

One of the most outstanding increases is shown by Windsor, which is now being invaded by numerous American firms seeking to manufacture their products in Canada. Last year permits were issued to the extent of $78,610 in July, and this year's total was $366,300, a gain of $281,690. The figures for the first seven months of the year have jumped in Windsor from $401,200 to $1,124,530.

Twenty-three Eastern cities show a gain of from $16,160,939 to $25,593,638 for the seven month period, and fourteen Western cities increased from $5,417,712 to $6,637,019 during the same time, the total increase for Canada being $10,652,006.

Some of the Permits

Toronto reports a permit issued for a $225,000 abattoir for Gunns, Ltd. Other large Toronto permits are: Canada Ice Machinery Company, $60,000; Royal College of Dental Surgeons, $40,000; McGregor and McIntyre, office, $50,000, and the Anthracite Briquette Company, $25,000. Prince Albert is building a stockyards for the North Saskatchewan Co-operative Company to cost $75,000. Moose Jaw also gets a stockyards office, to cost $20,000. The Great War Veterans are building a $115,000 memorial hall in Edmonton. The largest permit issued in Kitchener, Ont., was for a tire factory for Ames-Holden Co., to cost $100,000. In Galt, a permit was issued for a Nurses' Home to cost $40,000, a factory for the River Side Silk Mill to cost $25,000. Other large permits throughout the country were St. Catharines, Union Bank Building, $20,000; Port Arthur, school, $88,000; Hamilton, apartment house for C. H. and J. P. Mackay, $50,000, postal station, $37,000; St. Boniface, grain elevator for Portage Milling Co., $35,000.

ACTIVITY IN HAMILTON

Real Estate Sales Numbered 455 in August.

The month of August closes with a large number of real estate sales, 455 for the month, more than double that of last year. Prices are good; money seems to be available; houses sell before they are built. Building lots everywhere are bringing prices that in most cases are repaying owners for the long holding since the boom days of 1912 and 1913.

Store properties are now located in new and growing districts. Office accommodation is being increased. Banks and trust companies are expanding their local efforts, and the local realty condition would appear to be in a very sound condition, with every appearance of a continuation of present business.

A despatch to the New York Times states that a large trust company composed of Americans and Scotsmen has made arrangements to advance $750,000,000 for housing purposes in Ireland. The money will be lent through county, urban and district councils and will be payable with 5 per cent. interest within 50 years.

BUILDING PERMITS FOR THE MONTH OF JULY

EASTERN CITIES

	July, 1919.	July, 1918.		Change.	7 mos. 1919.	7 mos. 1918.		Change.
Maritimes—								
Halifax	$ 291,422	$ 388,158	—	$ 96,736	$ 1,926,958	$ 1,363,356	+	$ 563,602
St. John	48,500	86,998	—	38,498	138,500	331,723	—	193,223
Sydney	58,861	36,546	+	22,315	372,140	230,836	+	141,304
Quebec—								
Quebec	107,375	236,875	—	129,514	908,134	724,829	+	183,305
Westmount	88,622	105,850	—	17,228	303,241	191,216	+	112,025
Montreal	1,484,999	610,045	+	874,954	4,372,623	2,649,410	+	1,723,213
Ontario—								
Brantford	73,375	105,045	—	31,670	506,875	392,105	+	114,770
Chatham	145,202	19,150	+	126,052	194,607	105,260	+	89,347
Hamilton	500,537	179,620	+	320,917	2,152,247	1,029,775	+	1,122,472
Kingston	35,619	67,182	—	31,563	375,479	201,886	+	173,593
London	171,200	48,685	+	122,515	719,235	338,560	+	380,675
Port Arthur	140,230	9,503	+	130,727	222,626	9,503	+	213,123
Stratford	22,180	4,180	+	18,000	124,032	51,465	+	72,567
St. Catharines	81,830	41,658	+	40,172	354,449	301,740	+	52,709
St. Thomas	20,660	455	+	20,205	143,235	22,370	+	120,865
Toronto	2,155,250	1,059,487	+	1,095,763	8,518,287	4,835,293	+	3,682,994
Welland	35,395	100,545	—	65,150	240,465	373,948	—	133,519
Windsor	360,300	78,610	+	281,690	1,124,530	401,200	+	723,330
Woodstock	15,620	7,750	+	7,870	68,198	66,002	+	2,196
Galt	89,900	29,400	+	60,500	222,000	109,935	+	112,065
Peterborough	8,705	9,005	—	300	67,115	183,840	—	116,725
Kitchener	218,945	54,027	+	164,918	613,265	218,945	+	394,320
Ottawa	247,955	1,610,830	—	1,362,875	1,905,397	2,008,706	—	103,309
Total 23 Eastern cities	$6,402,660	$4,889,604	+	$1,513,064	$25,593,638	$16,160,939	+	$9,432,699

WESTERN CITIES

	July, 1919.	July, 1918.		Change.	7 mos. 1919.	7 mos. 1918.		Change.
Alberta—								
Calgary	$ 280,000	$ 45,000	+	$ 235,000	$ 1,736,900	$ 858,800	+	$ 878,100
Edmonton	199,160	150,950	+	48,210	634,200	291,160	+	343,040
Lethbridge	32,540	3,080	+	29,460	110,145	88,150	+	21,995
Manitoba—								
Brandon	7,325	13,550	—	6,225	49,062	39,841	+	9,221
St. Boniface	56,100	60,530	—	4,430	104,340	150,180	—	45,840
Winnipeg	281,900	227,150	+	54,750	780,550	1,365,550	—	585,000
Saskatchewan—								
Moose Jaw	36,275	71,950	—	35,675	274,810	408,480	—	133,670
Prince Albert	78,290	55,510	+	22,780	104,380	60,798	+	43,582
Regina	152,050	53,300	+	98,750	798,010	655,590	+	142,420
Saskatoon	60,475	146,135	—	85,660	459,575	488,745	—	29,170
Yorkton	3,725	3,400	+	325	12,235	7,925	+	4,310
British Columbia—								
New Westminster	29,000	7,360	+	21,640	95,225	38,010	+	57,215
Vancouver	488,855	132,153	+	356,702	1,229,326	798,008	+	431,318
Victoria	23,915	1,875	+	22,040	248,241	166,455	+	81,786
Total 14 Western cities	$1,729,610	$ 971,943	+	$ 757,667	$ 6,637,019	$ 5,417,712	+	$1,219,307
Grand total 37 cities	$8,132,278	$5,861,547	+	$2,270,731	$32,230,657	$21,578,651	+	$10,652,006
York Township	503,600	....	+	503,600	2,131,125	....	+	2,131,125

BELLEVILLE'S BIG SCHEME

Plan to Develop 7,000 Acres as Industial Centre

Belleville, Ont., plans to acquire about 7,000 acres of land in the vicinity of the city, to be turned over to a company for industrial development. Half the tract will be used to provide free sites for large industries, also for parks, streets, schools, libraries and other public purposes. A large proportion of the remainder, it is proposed, will be made available for workmen's homes. It is expected that advantage will be taken of the Ontario Government's housing scheme.

The land lies on the Grand Trunk, Canadian Pacific and Canadian National Railways, and is also on Lake Ontario. Close by is the Trent Power basin, with potential horse-power over 50,000.

FIRESTONE AT HAMILTON

The Industrial Department of the city of Hamilton may very shortly announce that negotiations have been completed by which the Canadian branch of an American rubber concern to employ 6,000 hands, will locate there. Efforts are being made, it is stated, to obtain a site that will meet the requirements of the firm. It is rumored that the company is the Firestone Company of Akron, Ohio, which is capitalized at $75,000,000.

Concerning Your Fall Shoes

IF you would secure service and satisfaction from your shoes this Fall, it is more than ever important that you should go to a reputable dealer in whom you have confidence, and see that the maker's trade-mark is on the shoes you buy. This for the reason that leather is now scarcer than at any time during the war, prices are higher, and some grades of leather are to-day almost unobtainable at any price.

Millions of pairs of shoes, millions of feet of leather, have been bought for the Nations of Europe whose stocks of footwear were entirely wiped out by the war. This has more than offset the reduction in demand for army shoes. And coming upon a supply of material which was already scarce, it has resulted in a situation which, for the time being, is serious.

Therefore, unless you have first-hand technical knowledge of shoes and leather, you must rely more closely than ever this Fall upon the reputation of the maker and of the retailer.

The retailer who has a reputation to sustain will not endanger it for the sake of a little extra profit. And no established manufacturer will stamp his trade mark upon goods which do not represent good value at a fair price.

The chances are that you do not feel any great interest in the leather market, or in the conditions which govern the manufacture and distribution of shoes. But you ARE interested—vitally interested—in securing for yourself and your family reliable footwear at fair prices. And the value which you receive for your hard-earned dollars is inexorably determined by those same conditions which govern what we call the shoe trade. You cannot control them, any more than we can. But you CAN control your method of buying, so as to get the greatest possible value for every dollar you spend.

So we think it only just and proper to tell you, at the commencement of each season, what the conditions really are, so that you may base your buying judgment upon them.

To Buy Wisely This Fall:

FIRST: Go to a reliable dealer whose reputation you know and whose judgment you can trust: and

SECOND: Make sure that the trade mark of a manufacturer whose standing is known is stamped upon the shoes you buy.

Our booklet, "How to Buy Shoes," is gladly sent without charge to any address in Canada. Please address inquiries to our head office at Montreal.

AMES HOLDEN McCREADY LIMITED
T. H. RIEDER, *President*

"Shoemakers to the Nation"

HALIFAX ST. JOHN QUEBEC MONTREAL OTTAWA TORONTO LONDON
WINNIPEG REGINA SASKATOON CALGARY EDMONTON VANCOUVER

AHM RELIABILITY

(33)

Interest Earnings
and
Savings in Mortality

are the two main sources of profit to policy-holders.

THE DOMINION LIFE
ASSURANCE COMPANY

has earned an average rate of interest of 7.41% during the last 15 years, and in that period its average mortality rate has been only 53% of the actuarial expectation.

Established 1889
Head Office - Waterloo, Ont.

DIVIDEND NOTICES

DOMINION IRON & STEEL CO., LIMITED

NOTICE OF PREFERRED STOCK DIVIDEND No. 39

A quarterly dividend of one and three-quarters per cent. on the Preferred Stock of the Dominion Iron & Steel Company, Limited, has been declared payable 1st October, 1919, to shareholders of record on 13th September, 1919.

By Order of the Board of Directors.

C. S. CAMERON,
Secretary.
Montreal, August 28th, 1919.

The Sherwin-Williams Company of Canada, Limited

DIVIDEND NOTICE.

NOTICE is hereby given that the thirty-third Quarterly Dividend of 1¾%, being at the rate of 7% per annum, for Quarter ending September 15th, 1919, upon the preferred stock of the Company, has been declared, payable to Shareholders of record the fifteenth day of September, 1919, and that cheques will be mailed on September 30th, next.

Books not closed.

By Order of the Board.

J. H. GORDON,
Secretary-Treasurer.
Montreal, August 22nd, 1919.

Tooke Bros., Limited

PREFERRED STOCK DIVIDEND No. 30

NOTICE is hereby given that a dividend of 1¾% on the Preferred Stock of this Company has been declared for the quarter ending 30th August, 1919, payable on the 13th of September to Shareholders of record on the 30th of August.

By Order of the Board.

W. S. BARKER,
Secretary-Treasurer.

Montreal, August 21st, 1919.

Dominion Glass Company Limited

DIVIDEND NOTICE.

NOTICE is hereby given that a dividend of one per cent. (1%) has been declared on the COMMON STOCK of Dominion Glass Company, Limited, for the quarter ending the 30th day of September, 1919, payable Wednesday, the 1st day of October, 1919, to Shareholders of record at the close of business Monday, the 15th day of September, 1919.

By Order of the Board.

MERVYN OFFER,
Secretary.
Montreal, 21st August, 1919.

Dominion Glass Company, Limited

DIVIDEND NOTICE

NOTICE is hereby given that a dividend of one and three-quarters per cent. (1¾%) has been declared on the PREFERRED STOCK of Dominion Glass Company, Limited, for the quarter ending the 30th day of September, 1919, payable Wednesday, the 1st day of October, 1919, to Shareholders of record at the close of business Monday, the 15th day of September, 1919.

By Order of the Board.

MERVYN OFFER,
Secretary.
Montreal, 21st August, 1919.

THE Consolidated Mining and Smelting Company of Canada, Limited

DIVIDEND NO. 34.

NOTICE IS HEREBY GIVEN that a Dividend of Two and One-half Per Cent. (2½%) on the paid-up Capital Stock of the Company for the quarter ending September 30th, 1919, being at the rate of Ten Per Cent. per annum, has this day been declared, payable October 1st, 1919, to shareholders of record at the close of business on the 10th day of September, 1919.

By Order of the Board.

J. KITTO,
Secretary.
Montreal, September 3rd, 1919.

The Bank of Nova Scotia

Dividend No. 199

NOTICE is hereby given that a dividend of four per cent. on the paid-up Capital Stock of this Bank has been declared for the quarter ending September 30th and that the same will be payable on and after Wednesday, the first day of October next, at any of the offices of the Bank.

The Stock Transfer Books will be closed from the 16th to the 30th proximo, inclusive.

By order of the Board,

H. A. RICHARDSON,
General Manager.
Halifax, N.S., August 15th, 1919.

The Wabasso Cotton Company, Limited

DIVIDEND NO. 7.

NOTICE is hereby given that a quarterly Dividend of 2 per cent. has been declared on the Capital Stock of the Company for the quarter ending September 30th, 1919, payable October 2nd, 1919, to Shareholders of record at the close of business on September 13th, 1919.

By order of the Board.

S. B. CAYFORD,
Secretary-Treasurer.
Montreal, August 7th, 1919.

Dominion Textile Company, Limited

NOTICE OF DIVIDEND.

A DIVIDEND of two per cent. (2%) on the Common Stock of the DOMINION TEXTILE COMPANY, LIMITED, has been declared for the quarter ending 30th SEPTEMBER, 1919, payable OCTOBER 1st, to Shareholders of record SEPTEMBER 15th.

By Order of the Board.

JAS. H. WEBB,
Secretary-Treasurer.
Montreal, 26th August, 1919.

The Molsons Bank

156th DIVIDEND.

THE Shareholders of The Molsons Bank are hereby notified that a Dividend of THREE PER CENT. (being at the rate of twelve per cent. per annum) upon the capital stock has been declared for the current quarter, and that the same will be payable at the office of the Bank in Montreal, and at the Branches, on and after the

FIRST DAY OF OCTOBER NEXT

to Shareholders of record on 15th September, 1919.

THE ANNUAL GENERAL MEETING of the Shareholders of the Bank will be held at its banking house, in this City, on MONDAY, the 3rd of NOVEMBER next, at three o'clock in the afternoon.

By Order of the Board.

EDWARD C. PRATT,
General Manager.
Montreal, 26th August, 1919.

LAURENTIDE COMPANY, LIMITED

DIVIDEND NOTICE.

NOTICE is hereby given that a dividend of three per cent. (3%) for the quarter ending September thirtieth, has this day been declared upon the capital stock of this company, payable on Wednesday, the first day of October, 1919, to shareholders of record at the close of business September twenty-second, 1919.

By Order of the Board of Directors.

F. E. McNALLY,
Assistant Secretary.
Montreal, September 2nd, 1919.

Brazilian Traction Light and Power Company Limited

(Incorporated under the laws of Canada)

Preference Shares

NOTICE is hereby given that a quarterly dividend of 1½ per cent. has been declared on the fully paid Cumulative Preference Shares of the Company, payable on the 1st day of October, 1919, to shareholders of record at the close of business on the 15th day of September, 1919.

J. M. SMITH,
Secretary.
Toronto, Canada, August 29th, 1919.

FARMERS ARE A PUZZLE TO THE POLITICIANS

What of Campaign Funds and Attitude Toward Labor?

VACANT SEATS NEEDED

Cabinet Ministers Are Wandering About Without a Place to Lay Their Political Heads

By Resident Representative.

OTTAWA.—It has not been often that the Parliament of Canada has presented the spectacle of so many big figures without a place to lay their official heads. There are already two ministers—Messrs. Tolmie and Drayton—and there may shortly be another, who will probably be Sir Douglas Hazen, to say nothing of the newly elected leader of the Opposition all of whom are on the outside looking in. The ministers wander around the country, or the halls of Parliament. Hon. Simon Fraser Tolmie, the new Minister of Agriculture from Victoria, B.C., who is a noted stock breeder, has been in Saskatchewan and Alberta, looking into the cattle and feed situation there, but is now back learning office details. Sir Henry Drayton is busy on the details of the new loan, and wondering if his first big essay in his new position will be a success or a failure. It is generally thought that he is likely to be handicapped considerably by making the loan taxable; and there are some political judges who doubt if Premier Borden has shown as much judgment in his choice of a Finance Minister this time as he did before.

It seems to be taken for granted here that Sir Douglas Hazen will enter the Government to fill the New Brunswick vacancy. This does not improve its fifty-fifty complexion any; but the Government supporters are now beginning to argue that that agreement was only a proposal made to Sir Wilfrid Laurier, was never accepted by him, and there is no reason why it should be carried out to the letter. It certainly is not being carried out; and it is one of Sir Robert Borden's greatest worries that he cannot get eligible Liberals to go into his Cabinet.

The Union Government

Sir Robert's plans for a permanent Union party do not seem to make much headway. The only ones strong for it are the members on the Government side, who see in it their only hope of continuing in Parliament.

Meanwhile, Hon. Robert Rogers is constantly in attendance at the House, ready to be in at the obsequies of Unionism, and at the re-birth of the Conservative party. Those who think Hon. Robert is out of politics permanently have that gentleman himself to reckon with, as he considers himself far from dead, though there are few who ever expect or desire to see him again in politics.

Farmers and Funds

Whatever may be the woes of the farmer economically, it must be admitted that, politically, he occupies a unique and happy position. Possibly he does not realize just how important a figure he is becoming in the political world. No Government, federal or provincial, makes a move nowadays without its first consideration being: "How will the farmers take this?" It is a ghastly joke, so the manufacturers say, to refer to them as being the power behind the throne. The time was, undoubtedly, when they were; but now their only useful function in the political scheme would appear to be to furnish campaign funds. Which leads to the natural speculation as to how long they will continue to do this, without getting a run for their money?

Campaign funds have always been a sort of skeleton in the political cupboard; an idiot in the family. Everyone knows they exist, but it is not considered good manners to refer to them as anything more than a vague evil, about which the leaders of the party are supposed to know nothing. As a matter of fact, no party could carry on without a campaign fund; and now that the farmers have become a living force in politics, they might as well prepare to dig down, a disagreeable duty from which they have been largely relieved in the past. There is certainly not much in the new platform of the Liberal party, at least, to induce the manufacturers to make financial or other sacrifices for it.

Mr. King's Position

While Mr. Fielding made his convention speech on a tariff matter, with which he is so conversant; Mr. King also used his particular specialty as a text, moving the adoption of the labor principles of the League of Nations and peace treaty as a part of the Liberal platform. They involve the rights of association for the maintaining of wage rates and other matters by labor; the adoption of the eight-hour day; and the giving of the employed a voice in industrial control—which means, if it means anything, a "say" in the running of his employer's business.

Hitherto, the demands and rights of labor have meant very little to the farmer. He has not been affected by the eight-hour day; the unionization of labor; and so forth. But let him not delude himself with the idea that he will always be immune. He is committing himself here to a principle which, before very long, must be applied to his own industry; and labor will see to it that it is. If he is satisfied that this should be so, well and good; but there is a suspicion in my mind that when the new Liberal leader attempts to put in practice those theories with regard to labor which he has been burning the midnight oil over in his study for years, that his first and strongest opposition will come from the farmers of Canada.—T.M.F.

EXCHANGE NO FACTOR IN BASIS OF TARIFF

Value of the Pound is Fixed at $4.86, No Matter What Rate May Be

By Resident Representative

OTTAWA.—The Customs Department has had many requests from importers that, in view of the fact that the British pound sterling has heavily declined, this should be taken into consideration when Canadian importers pay customs duties on imports from Great Britain. The practice is that they pay on the par value of $4.86. They believe that they should be given the benefit of current exchange.

The Customs Department points out that the practice is fixed. The matter of exchange is not taken into consideration, as the value of the pound sterling is fixed by the Currency Act of Canada as compared with the dollar. Officials claim there is no injustice to the importer, as the goods he imports are worth at the rate of $4.86 2-3 in Great Britain, and under the customs law goods are valued at the time and place whence they are shipped direct to Canada. The importer gets sufficient advantage in the favorable rate of exchange.

The matter has been up for consideration several times. The practice is the same in the United States, the valuation for customs purposes, there being $4.86 2-3, as here. The department has refused to entertain all requests to accept payment at the exchange rate.—T.M.F.

CAPITAL-LABOR WILL TRY TO FIND MEETING GROUND

Continued from page 1.

ticular importance, for one of the chief difficulties in dealing with industrial relations in Canada is the overlapping and conflict of jurisdiction between the Federal and Local Governments. It is hoped that as a result of this joint conference there may be a unifying and co-ordinating of the existing labor laws of the Dominion Parliament and the Provincial Legislatures, as well as the enactment of any new labor laws deemed necessary.

The delegates representing the employers and employed have not been chosen by the Government, but by associations directly interested. The labor men have been chosen under the supervision of the Trades and Labor Congress of Canada, and the employers' representatives have been selected by the various organizations representing them, such as the Canadian Manufacturers' Association, the Lumbermen's Association, the Mining Institute, the Canadian Bankers' Association, and other recognized groups of employers.

The agenda for the conference include consideration of the labor features of the Peace Treaty, the recommendations of the Canadian Royal Commission on Industrial Relations, and any other proposals bearing on the relations of employers and employees.

Among the recommendations emanating from the Industrial Relations Commission are the eight-hour day; minimum wage laws; the employees' right to organize; the recognition of labor unions; the right of employees to collective bargaining, and the establishment of a bureau to promote the inauguration and development of Joint Industrial Councils.

This last item promises to be one of the most important. In Great Britain, even before the Industrial Conference was summoned, the Whitley plan of Joint Councils was well under way. Although quite voluntary, and not controlled by the Government, they are organized with the help of Government machinery.

In Canada, up to the present, although there have been several examples of Joint Councils, they do not necessarily follow the Whitley plan. A number of them are modelled, rather, on the Colorado or American plan.

Neither employers nor employed in Canada seem to be very sure of the Industrial Council idea, and a close examination into the problem is certain to be a characteristic of the conference. Employers do not seem to be convinced that such a plan would lead to greater harmony or more content on the part of employees. They also want to be assured as to how far the powers of Joint Councils would extend. Questions of finance, management, purchasing and distribution, they think should be reserved.

Employees also are not unqualifiedly enthusiastic. In so far as the scheme represents an advance from their present status, they like it, but there seems to be a suspicion, especially under the Colorado plan, that the independence and usefulnees of trade unions are lessened. The Whitley plan in Great Britain operates through the recognized medium of trades unions and employers' associations. In the Colorado or American plan, however, joint committees are composed of workers and employers, the former of whom are elected in proportion to their numbers, with no distinction between union and non-union men.

Since the delegates at the impending conference have all been selected by the Trades and Labor Congress as union men, they are likely to favor the general lines of the English, rather than the American model.

There are workmen who distrust any such plan, considering it a sedative to quiet employees and make them content with the present system of industrial society.

Hours and Wages

The eight-hour day and minimum wage are also recommended by the Royal Commission and will be submitted to the attention of the conference. Both subjects were prominent at the British Industrial Conference. A joint committee of employers and trade unionists appointed by that body unanimously recommended the forty-eight-hour week, and a bill to turn this recommendation, with certain exceptions, into law, is now before the British House of Commons. This same joint committee also recommended that legal minimum rates of wages should be made universally applicable, and that a commission with statutory power should be appointed to decide on the actual figures and methods to be adopted. Although the minimum wage has not yet been embodied in a Government Bill, there is a Bill before Parliament setting up an enquiry into the matter, with the strong probability of subsequent legislation.

In Canada, four provinces, Manitoba, British Columbia, Saskatchewan and Quebec, have minimum wage laws for women and girls. The Royal Commission thinks that such legislation should be enacted in all the provinces, and should cover not only women and girls, but unskilled laborers as well.

Unemployment Also

Unemployment was another subject which occupied much attention in the British Conference, and which will also be to the fore here.

Whatever may be the results of this Canadian Industrial Conference, it is significant in marking another effort to evolve laws and a constitution for industry. This effort is being made by the employers and employees themselves, under Government encouragement. If we are to have class warfare and an open conflict of interests between employers and workmen, such conferences and such attempts at constructive cooperation are futile. But if we are to have real joint action by the parties to industry, and a collaboration for the common good, the possibilities of the Industrial Conference rouse high hopes.

7% 7%

Selected Investments

To yield the attractive income of
7%
with prospects of appreciation.
Particulars on request.

CAMPBELL, THOMPSON & CO.
Canada Life Building
TORONTO
7% 7%

What's Coming This Fall?

Will prices rise further—or drop? What's the prospect for Christmas business? Where will Labor's next move take us?

Business right now stands in a peculiar position.

Babson's Barometer letter of Sept. 2, "What's Coming This Fall?" goes straight to the heart of things and outlines the inevitable trend of events so clearly pointed out by present fundamental conditions.

A few copies are available for distribution to executives, *gratis*. A request on your letterhead will bring one.

Address Dept. 4156.

Babson's Statistical Organization
Wellesley Hills, Mass.
The Largest Organization of Its Character In the World

WE OWN AND OFFER

Municipal and School Bonds

CREDIT CANADA
LIMITEE
Dominion Express Building
Montreal

Wanted

Dominion Manufacturers Pref.
Loew's Toronto Pref.
Collingwood Ship Com.
Western Assurance.

Offered

Dunlop Tire, Pref.
Robt. Simpson, Pref.
Western Canadian Flour Com.
Loew's Toronto Com.

At Attractive Prices

H. R. Brereton & Company
206 Dominion Bank Bldg.
Adel. 801, - - Toronto

City of Montreal

4% Registered Stock

We offer this stock due at various dates from 1932 to 1950 at rate which

YIELD 5⅝%

This stock is the direct obligation of the City of Montreal, the Metropolis of Canada and is a legal trustee investment security. Further particulars on application.

Hanson Bros.
Bond Dealers
160 St. James St.
MONTREAL

Outremont assessors report a total assessmen for the city of $23,144,817, of which $17,737,164 is taxable. There is an increase of $51,596 on the taxable property for the year. The total realty taxable for school purposes is $17,713,718, of which $2,647,714 is non-Catholic and $14,965,464 is Catholic.